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PAGE 1
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ZURICH, TUESDAY, APRIL 23, 1985

Algeria... 600 Dn... 18,000 Norway... 700 Nkr...
Australia... 20 S... 1900 Lm... 0700 Ksh...
Belgium... 45 Bfr... 400 Fm... 400 Bch...
Canada... 65 Cdn... 20 P... 20 P...
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ESTABLISHED 1887

United to Purchase Pan Am Pacific Unit For \$750 Million

The Associated Press
NEW YORK — United Airlines will buy the Pacific division of Pan American World Airways for \$750 million in cash, under an agreement announced Monday by both airlines.

The agreement is subject to approval by the U.S. Transportation Department and President Ronald Reagan. In addition, other nations would have to approve landing rights for United.

The agreement would enable United to provide service to all Pacific points now served by Pan Am, including Australia, China, Hong Kong, Japan, Korea, New Zealand, the Philippines, Singapore, Taiwan and Thailand.

Pan Am would continue to own and service its business between Hawaii and the continental United States.

In addition to Pan Am's Pacific routes themselves, United is acquiring 18 airplanes, in addition to parts, land and facilities, to operate the United States Pacific routes.

Pan American World Airways, which recently created a holding company called Pan Am Corp., said its finances and operations would be strengthened by the cash infusion. It said the payment would help modernize its aircraft fleet in

order to remain competitive with other airlines that are adding new generations of aircraft.

Pan Am said it would be able to make more efficient use of its resources by concentrating on routes to Europe, Africa, the Middle East, India, the Caribbean and South America.

Pan Am sustained net losses totaling \$762 million from 1980 through 1984, including a \$206.8-million loss last year on revenue of \$3.68 billion.

The losses for the 1980-84 period would have been much worse had Pan Am not sold off assets, including its headquarters building in New York and a hotel chain.

Further hobbling the airline earlier this year was a month-long strike by its ground workers, which forced Pan Am to temporarily suspend more than half its operations, including all its domestic service.

By contrast, UAL Inc., the parent of United, had a 1984 profit of \$282.4 million on revenue of \$6.97 billion. The earnings of United Airlines itself more than doubled in 1984, to \$258.9 million from \$120.7 million in 1983, while revenue rose 15 percent, to \$6.22 billion.

UAL also has interests in hotels, real estate and business services. Neither UAL nor Pan Am has reported their first-quarter 1985 results.



Tancredo Neves

Neves, 75, Leader of Brazil, Dies After Illness

Los Angeles Times Service

RIO DE JANEIRO — Tancredo de Almeida Neves, 75, who was elected president of a civilian government this year after 21 years of authoritarian military rule in Brazil, has died following a long battle with abdominal problems.

Mr. Neves, whose illness had kept him from being sworn into office, died Sunday in São Paulo, a presidential spokesman said.

The president-elect had undergone seven operations in four weeks, and on Sunday he developed grave heart and lung complications. The first of the operations took place just hours before Mr. Neves was to have taken the oath of office.

Mr. Neves' political skills were considerable. In a life devoted to elective office, putting together political deals and running public affairs, he built a system of personal relations that extended from army generals to labor leaders, Roman Catholic bishops and business magnates.

When the time came for the transition from military rule to democracy, Mr. Neves emerged as the moderate, experienced figure who offered reconciliation and national unity through a program of gradual social reforms for the poor and respect for private property and monetary stability for the wealthy.

He was chosen by the main opposition parties to lead the return to democratic government because of a lifelong record of standing by constitutional principles and working with the political leaders of the

(Continued on Page 2, Col. 1)

Nicaragua Cease-Fire Rejected

U.S. Says Offer Aimed to Sway Votes in Congress

By Bernard Weinraub

New York Times Service

WASHINGTON — The Reagan administration has rejected a Nicaraguan government offer to call a cease-fire if the United States halts aid to the Nicaraguan rebels.

The Nicaraguan offer was made public Sunday by two Democratic senators, John F. Kerry of Massa-

chusetts and Tom Harkin of Iowa, who met Friday in Managua with Nicaragua's president, Daniel Ortega Saverio.

The offer was rejected by the State Department and characterized by a White House spokesman as propaganda designed to affect congressional votes this week on aid to the rebels.

The State Department said the proposal was unacceptable because it did not provide for direct negotiations between the Sandinist government and the rebels.

"Without such a dialogue, such a cease-fire proposal is meaningless, essentially a call for the opposition to surrender," the State Department said in a statement.

The statement said the proposal was "mainly a restatement of an old position."

Robert B. Sims, a White House spokesman, said the Nicaraguan proposal was "clearly designed to have propaganda value" in the House and Senate before the votes on aid. Both houses vote Tuesday.

The Nicaraguan government itself played down the proposal. Paul S. Reichler, a Washington attorney representing Nicaragua, said after speaking Sunday with Foreign Minister Miguel d'Escoto Brockmann, "There is no offer of any kind from the government of Nicaragua today that is any different from what they've been saying all along."

Ranking foreign policy and national security officials met Sunday at the White House to discuss Nicaragua. Mr. Sims said the meeting, unusual for a Sunday afternoon, had dealt with the administration's planned legislation of aid to the

(Continued on Page 2, Col. 5)



THIS WON'T HURT — Dr. Albert B. Sabin, the discoverer of the oral vaccine against polio, was present during a campaign in El Salvador to vaccinate 250,000 children. There was an undeclared cease-fire in the war as the program was carried out. Page 4.

Gorbachev Visit to UN 'Certain'

Pravda Editor Sees Reagan Talks Possible

By Celestine Bohlen

Washington Post Service

MOSCOW — The editor in chief of Pravda said Monday that he was certain that the new Soviet leader, Mikhail S. Gorbachev, will attend a UN General Assembly session in New York in September.

Viktor G. Afanasiev, the editor in chief of the Soviet Communist Party newspaper and a member of the Communist Party Central Committee, also said in an interview with Reuters that he thought that Mr. Gorbachev would meet with President Ronald Reagan during the General Assembly session commemorating the 40th anniversary of the founding of the United Nations.

U.S. officials have indicated recently that the two leaders might meet informally without raising the expectations that would accompany a full-fledged summit meeting.

"I know for sure that Mr. Gorbachev will go to the General Assembly session" in September, Mr. Afanasiev was quoted as saying by Reuters on Monday.

The agency further quoted him as saying that Moscow had agreed in principle to Mr. Reagan's summit proposal "but it is hard to say when this meeting will take place."

"My personal view," he said, "is that probably this meeting will take place during the UN General Assembly session."

Other Soviet sources suggested that Mr. Afanasiev's view was "indeed personal" and that no decision has been made as to whether the new Soviet leader would meet Mr. Reagan.

Mr. Afanasiev has in the past been a conduit of news to the West. In a conversation with Japanese editors last year, he described Mr. Gorbachev as the second most powerful man in the Soviet Communist Party, in effect indicating that he would succeed Konstantin U. Chernenko. Earlier this year he said that Mr. Chernenko, who died last month, was ill at a time when Soviet spokesmen were saying that Mr. Chernenko was taking his winter vacation.

Mr. Afanasiev's interview with a Yugoslav weekly, NIN, two weeks ago also made it clear that he is close to Mr. Gorbachev and that they have been working together on the text of the new Communist Party program.

Mr. Afanasiev emphasized in the Reuters interview that a summit meeting would have to be well prepared. "Some agreements should be signed," he said. "Compromises can be worked out. It's nonsense to talk about just meeting."

In his response to Mr. Reagan's invitation to a summit meeting, Mr. Gorbachev had reportedly said that he welcomed the idea of a summit but that he had not addressed the questions of time and place.

In his interviews with the editors of NIN and the Yugoslav journal Komunist, Mr. Afanasiev said that the Soviet Union had no intentions of changing its economic system but that future decisions would have to take into account laws of market economy.

On Monday, Mr. Afanasiev said that it was "too early to speak of radical changes, though the style is already changing." But he predicted that eventually "there will be certain changes and maybe some serious changes in economic policy."

Mr. Afanasiev also disclosed that the next Soviet Communist Party congress, which had been scheduled to be held in November, has been put off until next year.

Israel Sinks Ship, Says It Foiled Guerrilla Raid

Reuters

TEL AVIV — An Israeli missile boat sank a ship carrying 28 Palestinian guerrillas in international waters more than 100 miles off the Mediterranean coast, the commander of the Israeli Navy said Monday.

Rear Admiral Abraham Ben-Shoshan said that 20 people aboard the 1,000-ton vessel, Alavatus, were presumed drowned after a brief gunbattle Saturday night. The other eight were captured.

He said the sinking had foiled a large guerrilla operation to "hit the shore of Israel and kill as many people as they could."

Asked about the legality of attacking vessels on the high seas, he said, "Countries are allowed to operate against terrorists on the open seas."

He added, "It's absolutely legal what we did."

First word of the gunbattle came in an Israeli military statement. It said that the guerrillas had planned to come ashore in rubber dinghies and launch a three-pronged attack on coastal targets.

Rear Admiral Ben-Shoshan said the eight captured men told Israeli officials they had been personally briefed on the operation by Abu Jihad, an official of the Palestine Liberation Organization. He said that the navy did not yet know from where the Alavatus had set sail.

The Israeli missile boat's commander, identified as Dany, said he was on a routine security patrol when his radar picked up a suspicious object.

He said, "We approached the vessel as we do any merchant ship we want to identify. The ship did not respond to our request to identify itself." He said that it changed direction.

"We fired a flare, then phosphorus bullets in the air," he said. "They fired at us with light arms and rocket-propelled grenades."

He said the Israeli fired back and "a few minutes later the ship disappeared."

Rear Admiral Ben-Shoshan said the vessel was sunk by cannon fire. "They have used mother ships

Polynesians Push for Equality in New Zealand

By Steve Lohr

New York Times Service

AUCKLAND, New Zealand — At first glance, it might seem that blond hair and blue eyes are almost a residency requirement in New Zealand, so dominant are the descendants of the English immigrants who came here by the boatload in the mid-19th century.

Yet, New Zealand is a decidedly mixed racial society, and nowhere is that more evident than in Auckland. Nearly 20 percent of the 862,000 people in this metropolitan area are of Polynesian extraction, either Maoris, who were New Zealand's first settlers, or Pacific Islanders. So Auckland can claim to be the city with the largest Polynesian population in the world.

Auckland has become the focus of the Polynesian minorities' push for equality and cultural recognition, as well as for the racial tensions that have accompanied that drive.

Occasionally, the tensions have led to violence, as in December, when groups of Pacific island people and Maori youths broke windows and looted shops on Queen Street, the main thoroughfare.

The December episode, which started after the authorities broke up a free rock concert, had no single, clear-cut cause. But those familiar with the situation say high unemployment among Pacific islanders and Maoris

and animosity between the youths and the police fueled the trouble.

New Zealand is experiencing its equivalent of the civil rights movement of the 1960s in the United States, including the division between the moderates who want to work with the dominant white system and the radicals who want to alter it drastically.

One manifesto of the radicals is a book called "Maori Sovereignty," by Donna Awtere, a child psychologist. "We Maoris," she wrote, "are engaged in an epic war. There is, at this time, no blood involved, no shock of physical combat, so the nature of the battle is disguised. Its life-and-death quality is lost."

New Zealand, in her view, is a "confrontation of two ways of life where one side determines the rules."

The radicals call for affirmative action to redress injustices, a return of land to Maoris and separate development within a system of communal tribes.

Hiwi Taurua, a 57-year-old former high school principal, is the government's race relations conciliator and a leading Maori moderate. He sympathizes with the radicals. "They are young and impatient," Mr. Taurua said, "and they have good reason to be impatient."

The unemployment rate for Maoris and Pacific islanders is far higher than for the rest

of the population and their education level is lower.

Still, Mr. Taurua does note racial progress, such as the appointment of more Polynesian people to senior positions in government and business. There have been modest political gains as well. In the October 1983 election, five Polynesians won seats on the 21-member Auckland City Council, up from two.

The political improvement has been outpaced by the greater cultural recognition recently for New Zealand's Polynesians. There has been an increase in the teaching and popularity of the language, arts and customs of the Maori people, whose history says they came here in fleets of sea-going canoes hundreds of years before the first European explorer, Abel Tasman, arrived in 1642.

The separate development idea appears to have only a small following. Mr. Taurua said it was more practical to work for smoother race relations through education and hard work on both sides.

"The European has never really had to sit down and consider why he occupies the positions of advantage in this society," Mr. Taurua said.

"But on the Maori side," he added, "there is sometimes too much excuse-making. There are certain skills one simply has to master in a Western society."

10 Years After Victory, Vietnamese Have Little to Celebrate

By William Branigan

Washington Post Service

DA NANG, Vietnam — From his hilltop position among the craggy, forested peaks of Marble Mountain overlooking this city, Le Van Chinh watches the stretch of coastline once called China Beach for any signs of assault by sea or air.

A member of the Hoa Hai village militia, Mr. Chinh, 19, is not quite sure who might want to attack the central Vietnamese coast these days. But he has a Soviet-made anti-aircraft machine gun within reach a few paces from his thatched lean-to for just such an emergency.

Like more than half of Vietnam's 60 million people, Mr. Chinh was not yet born when a battalion of U.S. Marines splashed ashore near Da Nang on March 8, 1965.

Those Marines, among the first of about 3 million U.S. troops to serve in America's longest war, were initially greeted with garlands of flowers and banners of welcome. But they soon became bogged down in a frustrating and ultimately futile conflict with an implacable enemy.

The enemy included Mr. Chinh's father, who fought with a Viet Cong guerrilla unit that once hid out in the secret caves and

tunnels of Marble Mountain overlooking a large U.S. base at Da Nang.

Despite that heritage, and although his native Hoa Hai was cited as a "hero village" for its inhabitants' contributions to the communist war effort, Mr. Chinh seems only dimly aware of that initial American landing.

And he said he does not know much more about the war that ended 10 years ago this

VIETNAM 10 Years After

First of four articles

month, when the North Vietnamese Army routed the U.S.-backed forces of South Vietnam and captured its capital, Saigon.

Today, the Hanoi government is doing its utmost to remind people of that victory with a series of celebrations marking the capture of South Vietnamese cities in the spring of 1975 during the "Ho Chi Minh offensive."

The celebrations will culminate April 30 with a major show to celebrate the "liberation" of Saigon, since renamed Ho Chi Minh City.

Vietnam seems to need something to cele-

brate. Ten years after the victory in the south led to the 1976 "reunification of the country" under communist rule, Vietnam, in many ways, is still recovering from the war that killed or wounded four million of its soldiers and civilians on both sides.

One of the world's 20 poorest countries, but maintaining the world's fourth largest armed forces, Vietnam has failed to provide anything more than bare subsistence for most of its people, let alone realize its dreams of breaking into the ranks of Asia's powerful economies.

Its apparent determination to dominate neighboring Cambodia and Laos has left it with few friends internationally outside the Soviet Union and has contributed to a state of hostility with China.

Increasingly isolated, Vietnam is a country whose main achievement essentially has been to tread water for 10 years, constantly haranguing its people to work harder and to remain vigilant against external threats.

For the last 10 years, China, the United States, Japan and other countries "have been cooperating to throttle us," said Hoang Tung, a senior member of the Communist Party Central Committee in Hanoi. "Well, we are not dying. We're tired, of course. But we still exist."

For the Vietnamese leadership, the 10th

anniversary of the "liberation" of Saigon is clearly an occasion to rally the people for further sacrifices.

Yet, ironically, it also is shaping up in Hanoi's eyes as an opportunity to promote improved relations with the United States.

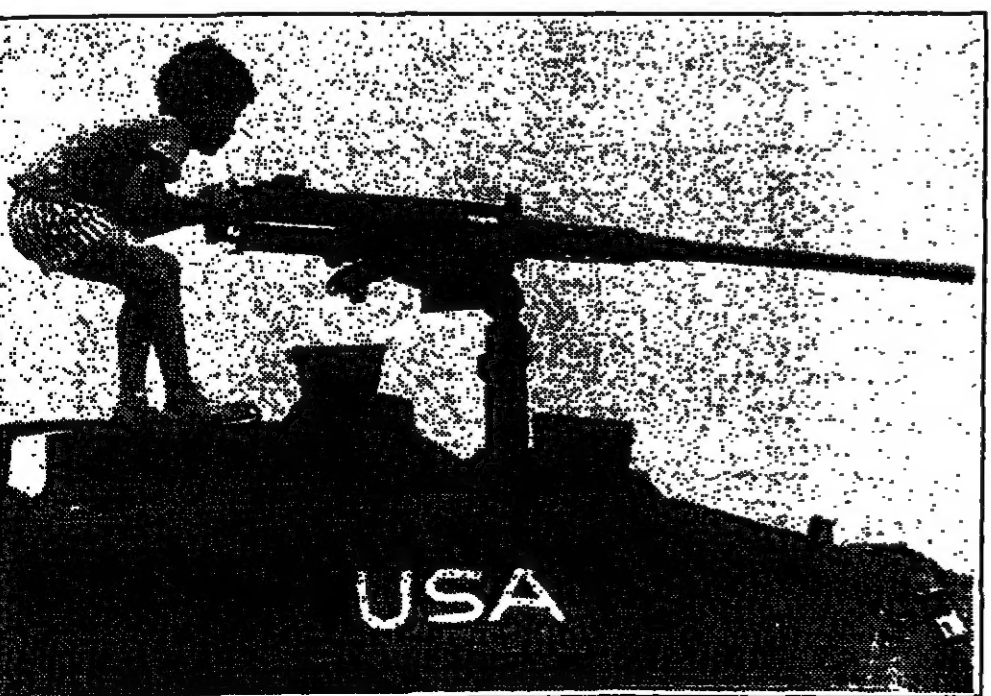
Foreign Minister Nguyen Co Thach of Vietnam said recently that the 10th anniversary "could remind both countries that the time is ripe for normalization." In an interview in Hanoi, he added: "Ten years have passed. It is enough to heal the wounds of war."

Vice Prime Minister Tran Phuoc said: "We want to develop relations with the United States in the same way that we have with other countries. That means we could start trading, and we would welcome investments from Americans."

From the U.S. point of view the main obstacle to that aim is the presence of 160,000 to 180,000 occupation troops in Cambodia.

Although the past decade has seen China replace the United States as Vietnam's No. 1 enemy, Washington's opposition to the Vietnamese invasion of Cambodia in December 1978 and U.S. support for non-communist Cambodian-resistance guerrillas preclude

(Continued on Page 5, Col. 1)



A small Vietnamese boy plays "war" on top of an abandoned American armored vehicle in Da Nang, formerly a vast U.S. base, 10 years after the fall of Saigon to the Communists.

A Limited Mandate in Brazil

José Sarney, Neves's Successor, Lacks Popularity, Clout

By Mac Margolis
Washington Post Service
SAO PAULO — Vice President José Sarney, who is taking over the Brazilian presidency after the death of President-elect Tancredino Neves, is well aware of his lack of political experience and popular support.

Although Brazilian legislators support Mr. Sarney's role as stand-in president, there is no consensus as to how long he should stay.

Until the middle of last year, Mr. Sarney was president of the military-backed Social Democratic Party. As its president, he worked first to defeat the opposition's call for direct presidential elections, and then to defeat Mr. Neves's bid for president.

Constitutional changes are planned for 1986 and already the popular movement for direct elections has resurfaced.

Mr. Sarney, a former governor and legislator from the poor north-eastern state of Maranhão, once wanted to be a poet rather than a politician.



José Sarney

One of 14 children, he was baptized José Ribamar Costa, but took the name José Sarney in honor of his father, Sarney Araújo Costa. He

worked as a journalist in Maranhão and in 1952 published the first of his three books of poetry and prose. Soon afterwards, however, he entered politics and was elected a federal congressman in 1956.

Mr. Sarney pursued a political career over the next three decades, switching parties three times.

As governor, from 1965 to 1970, he was known as a modernizer, and belonged to the upcoming, free-thinking generation of politicians known then as the "bossa nova" movement. He built roads, bridges and sewerage and water systems in the rudely developed backlands of Maranhão. His politics mark a sharp contrast to those of Mr. Neves.

He opposed the government of Getúlio Vargas, for whom Mr. Neves worked as justice minister in the 1950s. Later, when President Janio Quadros resigned, Mr. Sarney worked to block Mr. Quadros's succession by the left-leaning vice president, João Goulart, with whom Mr. Neves worked as prime minister.

In 1964, they parted ways again, with Mr. Sarney supporting the military coup that Mr. Neves had tried unsuccessfully to quell.

A liberal among politicians of the hard right, Mr. Sarney aligned himself with the military-backed parties but opposed the dictatorship's harshest measures. More than once he helped politicians who had fallen in disfavor with the generals in Brasília.

In one of his most personally trying moments, Mr. Sarney watched his son, also a federal congressman, vote last year for the constitutional amendment for presidential elections that he himself had worked to defeat.

But as his party bickered and finally selected an unpopular presidential candidate, Mr. Sarney resigned and joined the dissident group of party legislators.

Mr. Neves picked Mr. Sarney as his running mate as a means to bind together this dissident bloc, now known as the Liberal Front Party. The nomination caused a stir on the left, which threatened revolt, and on the right, which went to court to try to block the advance of the "traitorous" colleague.

The Neves coalition was seen as fragile group, ranging in membership from bankers to Communists. A popular analogy in São Paulo is that the Neves government is a violin, supported by the left hand but played by the right. Now this instrument is in the hands of a less-experienced player, Mr. Sarney. And already discord has emerged.

Mr. Sarney has in recent weeks favored funding "social impact programs" that some in the government have denounced as inflationary.

He also says that he agrees with the International Monetary Fund on the need for tough action against inflation.

Neves Dies in Brazil at 75 After Illness, 7 Operations

(Continued from Page 1)

In 1984, popular sentiment against the military led to huge demonstrations in favor of direct, popular elections for president. The military opposed this move, and Congress narrowly defeated a constitutional amendment that would have eliminated indirect election by an electoral college.

Mr. Neves and other opposition leaders sensed an opportunity to lead the electoral college against the military when the pro-government Democratic Social Party split over a presidential candidate. A patient negotiator, Mr. Neves built an alliance with party dissidents that gave him a majority in the electoral college. That body elected him president Jan. 15.

He was never a public speaker to enthrall multitudes, but he campaigned all over Brazil, visiting 20 state capitals, and drew large crowds that gave his claims of democratic reforms popular legitimacy.

Mr. Neves — a short, balding, paunchy man in shirt-sleeves — told crowds of his dreams of land reform, municipal development, schools for the millions of illiterate children and fair wages for workers. He seemed to hold out hope.

Mr. Neves was born in the colonial city of São João del Rei on March 4, 1910, into a family of prosperous tradesmen.

He entered politics in 1934 and was elected mayor of his hometown. He left politics in 1937 when a dictatorship was established in Brazil, but he returned in 1945 as an elected state deputy.

Mr. Neves reached national office in 1950 when he was elected to the Chamber of Deputies.



Samir Geagea, leader of the Lebanese Forces, announcing a unilateral cease-fire in Beirut.

Lebanese Militia Chief Declares Truce

United Press International

BEIRUT — A rebel Christian militia chief announced Monday a unilateral cease-fire and troop withdrawal from the hills east of the port of Sidon to "give peace a chance" after a month of clashes with Muslim forces.

Samir Geagea, the leader of the rightist Christian militia known as the Lebanese Forces, said the cease-fire around the southern city, where about 66 people have been killed since March 18, would go into effect Monday afternoon.

He said that 300 to 400 Christian militiamen would begin pulling out Tuesday morning.

There was no immediate word on whether the truce was taking hold. Mr. Geagea said: "We will meticulously abide by the cease-fire to give peace a chance. We will also withdraw those of our forces which had been sent to the region as reinforcements, but the local armed villagers will stay and defend their lands and homes."

He did not say how large the local force was but insisted that it did not have any hostile or military objectives. He said it was up to the Lebanese Army to move into positions vacated by the Christians to provide security.

Mr. Geagea's forces have been battling Palestinian-backed Muslim units east of Sidon and shelling the city and nearby Palestinian refugee camps since March 18.

The fighting erupted less than a week after Mr. Geagea led the Lebanese Forces in a revolt against President Amin Gemayel because of his pro-Syrian policies.

Mr. Geagea said the cease-fire decision was based more on his desire for peace than on military conditions on the ground.

"We are taking a large step which we hope the other side will reciprocate with a similar measure," Mr. Geagea said.

"From the moment after our withdrawal," he said, "the security and safety of local citizens and villages is the task of the central government, the Lebanese Army, the legitimate government authority."

About 66 people have died and nearly 700 have been wounded in Sidon and the Palestinian refugee camps since the conflict started. There have been no confirmed casualty reports from Christian areas.

■ **Revolutionary Courts Planned**

Walid Jumblatt, the Druze leader, said in an interview published Monday that the Muslim militias that seized control of West Beirut in street battles last week will set up "revolutionary courts" to deal with crime in the mostly Muslim sector. The Associated Press reported from Beirut.

He said the takeover of West Beirut's security by Druze and Shiite Muslim militias last week was irreversible despite the opposition by leaders of the Sunni community, the majority in the western half of the capital.

Nicaraguan Cease-Fire Offer Is Rejected by Washington

(Continued from Page 1)

rebels as well as an examination of the cease-fire proposal.

Among those at the meeting were Secretary of State George P. Shultz, Secretary of Defense Caspar W. Weinberger, William J. Casey, the director of Central Intelligence, and Robert C. McFarlane, the White House national security adviser.

Mr. Reagan canceled a meeting with a bipartisan group of senators to work out details of a compromise measure to release \$14 million in nonmilitary or humanitarian aid to the rebels. The meeting was rescheduled for Monday.

Both houses are scheduled to vote Tuesday on the aid measure. Mr. Reagan, initially faced with almost certain defeat, has agreed to a compromise in which the money, requested for the fiscal year ending Sept. 30, would be used for medicine, food and logistical support instead of arms.

He had asked earlier that the \$14 million be released for nonmilitary aid, with the provision that it could be used for military purposes after 60 days if the Nicaraguan government had not agreed to talks with the rebels.

The Nicaraguan proposal promised a cease-fire and other conciliatory gestures if the United States stopped supporting the rebels, who are also known as contras.

The document made public by the two senators said: "President Ortega stated that if the United States discontinued its direct and indirect support to the contras, whether covert or overt, and immediately re-initiates bilateral conversations between Nicaragua and the United States in Manzanillo, then the government of Nicaragua would immediately call for a cease-fire."

Manzanillo, Mexico, was the site of talks between Nicaragua and the United States that were broken off in January after six months.

The chilly but relatively muted administration response was designed in part to indicate to Congress that the White House and State Department still sought some type of reconciliation with Nicaragua as congressional action loomed.

Despite the flurry of activity caused by the Nicaraguan proposal, Nicaraguan officials said Sunday that the offer was a longstanding one.

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WORLD BRIEFS

EC Farm Ministers Far From Accord

BRUSSELS (AP) — Farm ministers of the European Community reported no breakthroughs Monday in negotiations to set farm product prices for the 1985-86 marketing year. The two-day bargaining session is to resume Tuesday morning.

Officials said they saw little chance of agreement being reached this week. The talks have been stalled for months by West Germany's opposition to a proposed cut in prices for grain producers.

Since the breakdown of a two-day negotiating session earlier this month, the Italian agricultural minister, Filippo Maria Pandolfi, and officials from the EC Executive Commission have put together a compromise proposal aimed at persuading West Germany to drop its opposition. The EC already is beyond the April 1 deadline for setting farm prices.

Interim Cabinet Appointed in Sudan

KHARTOUM, Sudan (Reuters) — The military leader of Sudan, General Abdul Rahman Swaraddah, appointed on Monday a 15-man interim cabinet led by Gazouli Dafa Allah, a physician.

In an announcement over state radio, General Swaraddah named Mr. Dafa Allah, 50, as prime minister and Samuel Ari Bol, a southern politician, as deputy prime minister. General Swaraddah said the new government would be responsible to the military council, which overthrew the government of General Gaafar Nimeiri on April 6.

Mr. Dafa Allah, a union activist, played a prominent role in the strikes and demonstrations that forced General Ibrahim Abboud to hand back power to civilians in 1964 after six years of military rule.

Egyptian Official Ends Jordan Visit

AMMAN, Jordan (AP) — Prime Minister Kamal Hassan Ali of Egypt flew home from Jordan on Monday, ending a three-day visit to bolster trade and cultural ties and to discuss Middle East peace efforts.

Neither Mr. Ali nor the Jordanian prime minister, Zaid Rifai, made any comment on the departure. Mr. Ali met with King Hussein on Sunday and gave him a letter from President Hosni Mubarak of Egypt. The Egyptian and Jordanian officials signed agreements to increase ties in information, culture, trade and tourism. Among the agreements were plans to accelerate a \$110-million trade agreement signed last year, to establish a company to carry out agricultural, commercial and tourism projects and to set up a fishing company to operate in the Gulf of Aqaba.

U.S. High Court to Rule on Race Issue

WASHINGTON (UPI) — The U.S. Supreme Court agreed Monday to decide whether prospective jurors can be excluded from a trial solely on the basis of race.

Most U.S. courts allow lawyers to dismiss some members of the jury pool without having to give a reason to the judge. The legal term is peremptory challenge and, in some cases, lawyers use the option to affect the racial makeup of a jury.

The court will consider the practice in a case from Kentucky brought by James Barson, a convicted burglar who is black. He said his right to an impartial jury was violated when the prosecutor eliminated four blacks from the jury pool, leaving an all-white jury.

Iran Warns Violators of Islamic Law

TEHRAN (Reuters) — Iran's public prosecutor said Monday that Islamic laws would be decisively enforced to safeguard public decency and morals, and suppress corruption and vice.

The prosecutor, Yusef San'ei, spelled out punishments, including 74 lashes for a woman who appears in public improperly dressed, which in Iran means showing more than the hands and face. In the past two weeks, young Muslim fundamentalists have demonstrated in Tehran for stricter implementation of the Islamic dress code and for a crackdown on corruption.

President Ali Khamenei said last week: "People are free to dress as they like but they have to accept certain things. Their clothes should not spread corruption and prostitution and raise passion."

For the Record

Flights from Amsterdam's Schiphol Airport returned to normal Monday after six days of delays due to unofficial action by air traffic controllers over a pay dispute, an airport spokesman said. (Reuters)

The third of three alleged Basque separatists extradited from France seven months ago was sentenced Monday to 54 years in prison for his role in the deaths of two civil guards in an attack five years ago. The other two were acquitted. (AP)

A bomb damaged the Düsseldorf office of West Germany's biggest electronics company, Siemens, early Monday but caused no injuries, the state prosecutor said. (AP)

A Sudanese delegation has held talks in Tripoli with Colonel Moamer Qadhafi, the Libyan leader, the official Libyan news agency reported Monday. The mission was apparently aimed at improving relations between the neighboring countries. (AP)

Vietnam has made a last-minute decision to attend the 30th anniversary commemoration of the Asia-Africa conference this week at Bandung, an Indonesian Foreign Ministry spokesman said Monday. (Reuters)

Correction

First quarter sales figures for Dow Chemical Co. were erroneously reported in April 19 editions. Sales for that period actually fell 6 percent, to \$2.75 billion from \$2.92 billion in the year-earlier period.

Pinochet's Power Plan: Continued Repression

By Juan de Onis

Los Angeles Times Service

SANTIAGO — President Augusto Pinochet, the military ruler of Chile, is described by close associates as euphoric over the results of his government's hardened repression against political dissent.

A wave of violence that many blame on the security forces has coincided with the crackdown. "He is like a kid with a new bicycle," said one person who has been in frequent contact with General Pinochet during the last four months and who asked not to be identified. During that time, the regime has toughened its anti-Communist stance and virtually closed off contacts with the political opposition.

Since December, General Pinochet, 69, has told close military advisers that he intends to remain in power beyond the end of his present constitutional term in 1993.

In this strategy, General Pinochet is counting heavily on foreign financial support for Chile's badly shaken economy. Two months ago, he restored an economic policy of conservative monetarism, represented by Finance Minister Hernán Buchi, who has negotiated a new three-year agreement with the International Monetary Fund providing Chile with \$250 million a year in loans.

Without this international financial aid, Chile's economy cannot recover from a 20-percent drop in national production since 1982, which has produced 30-percent unemployment and reduced living standards. The loans also are necessary for the fulfillment of General Pinochet's political plan to stay in power indefinitely.

Many people were shocked March 30 when the bodies of three slain dissidents, two of them Communist Party members, were found in a field near Santiago's international airport. Their throats had been cut. Within 48 hours, five other dissidents were killed by security forces in what were called "confrontations" with subversives. The outlawed Communist Party.

The general has made it clear that the latest crackdown is more than just reaction to the challenge of armed violence from the extreme left. In March, he let it be known that he would be in command of the Chilean political scene for years to come, with the support of the armed forces.

Now, the heavy-handed methods of the early stages of the military regime are once again back in evidence after a lull in the late 1970s. A state of siege, which puts military courts in charge of political crimes, has been restored. General Pinochet has sent at least 290 people to detention centers without trial for political dissent since December.

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BRIEFS

pointed in Sudan

The military leader of Sudan, appointed on Monday a Minister of State for the Interior, General Swareddahab and Samuel Aru Bol, a son-in-law of General Swareddahab, said the military council, which ousted a prominent role in the military Ibrahim Abboud to hand over the country to a civilian government, was determined to end the era of military rule.

ids Jordan Visit

Rule on Race Issue

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and have passion."

N Airport returned to seek to unofficial action by the sport spokesman said the separatists extradited Friday to 54 years in prison for attack five years ago. The office of West Germany Monday that caused them to be in Tripoli with the local Libyan news agency claimed some living relatives permission to attend the 10th anniversary conference this week in Strasbourg and Mende.

On 11/11/1964, the following was received from the Bureau of the Federal Bureau of Investigation:

Power Plant Repression

[illegible]

In 1937, when the first American troops landed on the American beach at Guadalcanal, there were no American troops there who were not Americans. The word "American" was used in the sense of "American" as a synonym for "American" and "American" as a synonym for "American".



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And, for a really versatile, professional workstation, add disk storage and more feature slots in the shape of an expansion unit.

All this means that, as of today, there are five members in the IBM PC family:

the original PC,
the new entry-level XT,
the ever popular current XT,
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to set up an extended XT
interview.

1. The first step in the process is to identify the problem. This involves gathering information about the situation and the people involved.

2. The second step is to analyze the problem. This involves breaking the problem down into smaller parts and understanding the causes and effects.

3. The third step is to develop a plan. This involves deciding on the best way to solve the problem and setting goals and objectives.

4. The fourth step is to implement the plan. This involves putting the plan into action and monitoring progress.

5. The fifth step is to evaluate the results. This involves assessing the effectiveness of the solution and making adjustments if necessary.

Salvador War Halted for Vaccination Of Children

By James LeMay
New York Times Staff

SAN SALVADOR — In an effort to halt the war in El Salvador, the United Nations has announced a vaccination campaign for children. The campaign is part of a larger effort to improve the health of the population and to provide a neutral ground for the warring factions. The vaccination campaign is being carried out by the United Nations Children's Fund (UNICEF) and the Ministry of Health. It is the first time in the history of the country that a vaccination campaign has been carried out. The campaign is being carried out in the capital, San Salvador, and in other parts of the country. The vaccination campaign is being carried out in the capital, San Salvador, and in other parts of the country. The vaccination campaign is being carried out in the capital, San Salvador, and in other parts of the country.

Rudi Gernreich, U.S. Clothes Designer, Dies

Washington Post Service

WASHINGTON — Rudi Gernreich, 62, an American fashion designer who in 1964 created the topless bathing suit and popularized the miniskirt, died of cancer Sunday in Los Angeles. He was known for his colorful and free-flowing clothes. In addition to the miniskirt and topless swimsuit, he pioneered the use of vinyl, knit tank suits, colored stockings, the see-through blouse and the no-bra bra. Other of his dress designs featured clashing stripes and dots, bold geometric patterns and large holes cut in surprising places. He was in the forefront of the unisex fashion movement, once saying that "when men and women borrow styles from each other, it makes fashion more interesting."

Mr. Gernreich was born in Vienna. His father, a hosiery manufacturer, died when Mr. Gernreich

Vietnam Recalls 1975 Victory

(Continued from Page 1)

the opening of diplomatic relations with Hanoi.

And certainly, the wounds of war still run deep.

From the time the first marines arrived until the last U.S. combat troops withdrew in 1973, two years before the ultimate communist victory, the Vietnam War cost the lives of nearly 58,000 Americans and maimed thousands more.

Among those presumed dead are nearly 2,500 still missing in action, a number of them known to have been captured alive.

Besides the heavy toll in lives, the war is estimated to have cost U.S. taxpayers more than \$120 billion.

It spawned one of the most divisive periods in U.S. history and changed international perceptions of the United States. The name Vietnam became synonymous for Americans with military debacle, futility and appalling waste.

For the Vietnamese, the war was nothing short of cataclysmic.

It is estimated that the more than four million Vietnamese soldiers and civilians who were killed or wounded on both sides made up about 10 percent of the total population, roughly the proportional equivalent of 20 million Americans.

The communist side — both North Vietnamese troops and the Viet Cong guerrillas in the south — took enormous losses estimated to total 600,000 to 700,000 killed.

Hanoi officials say that the number of Vietnamese still missing in action is in the range of 100,000.

The United States made Vietnam the most heavily bombed country in the history of warfare, dropping more ordnance on it than on all theaters combined during World War II.

In addition, according to Vietnamese officials, about 40 percent of South Vietnam was sprayed with chemical defoliants.

Yet for all the damage it caused, the United States also showed restraint. Contrary to Hanoi's wartime propaganda and U.S. war critics, the North Vietnamese capital was never subjected to indiscriminate "carpet bombing" by B-52s.

Today the picturesque city of lakes and tree-lined streets remains intact, its turn-of-the-century French colonial buildings slowly crumbling from disrepair rather than from the effects of aerial bombardment.

Elsewhere, however, the physical impact of the war is much in evidence.

Parts of the area north of the former demilitarized zone, or DMZ, at the 17th parallel — the most heavily bombed part of the

country during the war — still look like a moonscape.

To weather the bombing, the North Vietnamese dug tunnels and underground chambers as much as 83 feet (about 25 meters) deep, many now preserved as historical monuments.

Quang Tri, a town just south of the DMZ, was obliterated by U.S. bombing when communist forces overran it in 1972. Cattle now graze in a field littered with scrap metal in what was once the renowned old citadel.

Mines and unexploded ordnance continue to cause casualties.

"Until now we have not been able to clear all the mines and bombs," said Nguyen Tien Binh, 39, a former North Vietnamese Army sergeant who took part in the 1972 battle for Quang Tri and settled there later.

At Khe Sanh near the border with Laos, the scene of a fierce battle between North Vietnamese and U.S. troops in 1968, the authorities say about 400 people have been killed by mines since 1976.

An unusually high percentage of mothers give birth to deformed babies, a phenomenon that Vietnamese doctors blame on the use of American defoliants during the war.

According to Dr. Nguyen Thi Ngoc Phuong, a 1982 study showed that 64 percent of mothers who gave birth to deformed babies at the hospital had been exposed to the defoliant Agent Orange.

In My Tho and other provincial towns, the faces of Amerasian children frequently appear among crowds of streeturchins. Many eke out a living by doing menial work such as collecting garbage.

According to Vietnamese officials, the Americans "left behind"

about 15,000 Amerasians in Vietnam and have accepted 2,123 for resettlement in the United States, along with nearly 3,000 relatives, as of the end of March.

The officials say that exit permits have been given to another 4,000 Amerasians and relatives in Ho Chi Minh City and 10,000 to 12,000 Amerasians throughout Vietnam, some of whom do not want to leave.

While Americans seem to encounter little or no hostility from Vietnamese these days, rumors occasionally surface in talks with peasants, such as Le Thi Mang, 63.

Asked what she thought of Americans as she visited the Hue citadel recently, she replied, "They are cruel, extremely cruel."

Although it may seem an obvious point, the absence of war represents perhaps the most important change since 1975 for many Vietnamese, especially the peasants, who make up about 80 percent of the population.

Vietnamese troops may still be fighting and dying in Cambodia, and to a lesser extent in Laos, but the homeland is quiet and rural life can go on much as it always has.

"The most important thing is that we don't have to be in the army," said Huynh Nhan Trung, 42, a former South Vietnamese Army private who lives with his seven children in Chu Lai village near the former base of the U.S. Army's Americal Division.

He said that his standard of living had declined since the war, but he would express no opinion on the Hanoi government.

"As far as ordinary people are concerned," Mr. Trung said, "we think we can live with any government."

Nguyen Co Thach

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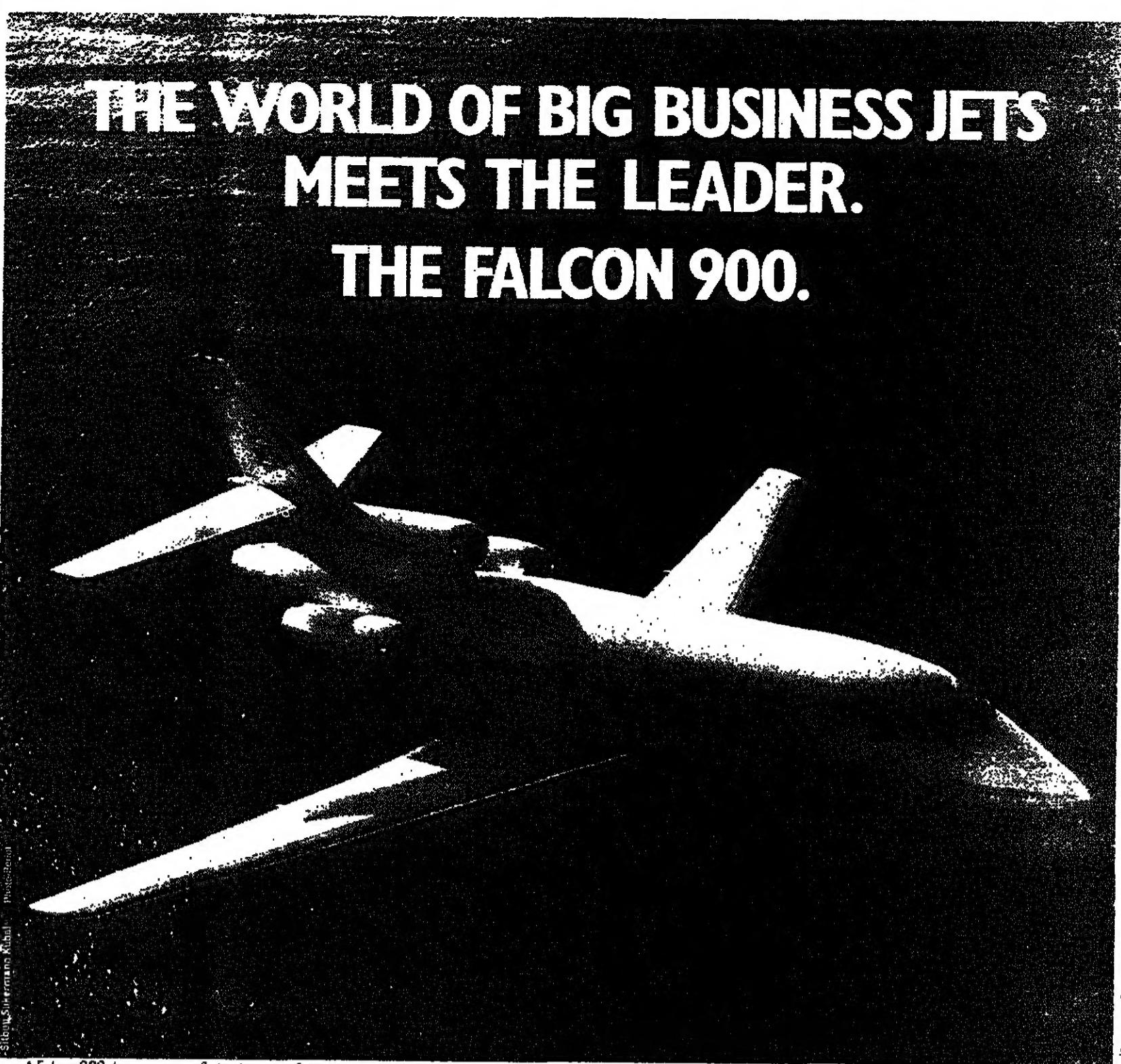
Nguyen Co Thach

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Nguyen Co Thach

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Nguyen Co Thach



A Falcon 900 demonstration flight January 15, 1985

The Falcon 900 demonstrates leadership qualities in every important respect. First, it offers an extraordinary level of passenger comfort. All passengers who flew in it are unanimous to praise the quietness and comfort amenities of a very large cabin (2.34 m wide over 10 m long and 1.87 m headroom).

The Falcon 900 is a Leader in performance, too. With an effective range of 7,000 km (carrying 8 passengers and NBAA IFR reserves), it can easily fly from Paris to New York, from London to Abu Dhabi, from Tokyo to Jakarta. And the Falcon 900 can climb directly to 39,000 ft which puts it above international commercial air traffic. The Falcon 900 can cruise at up to Mach .85 (904 km/h) and has been flown at 94% of the speed of sound in test flights.

The Falcon 900 is also the Leader in efficiency. For long range operation, take-off weight is 20 tons, 10 tons less than its closest competitor under the same conditions and with the same

payload. Thanks to its latest-generation Garrett engines, its excellent aerodynamics and lighter weight, the Falcon 900's fuel consumption is record-breaking low: some 1/3 less than the above competitor, whose engine consumes almost as much fuel when idling on the runway as that of the Falcon 900 when cruising at Mach .80.

These figures highlight the sophisticated aerodynamic design of the Falcon 900, utilizing Dassault computer technology developed for the famous Mirage fighters — an experience that's unique among producers of business jets.

The Falcon 900 also scores first for safety. In the unlikely event that one engine should fail, the remaining two can easily supply the requisite thrust and maintain operation of the aircraft's critical systems. This level of security obviously cannot be matched by twin-jet aircraft, either now or in the future, whatever the developments in international regulations.

If you would like to know more about the

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payload. Thanks to its latest-generation Garrett engines, its excellent aerodynamics and lighter weight, the Falcon 900's fuel consumption is record-breaking low: some 1/3 less than the above competitor, whose engine consumes almost as much fuel when idling on the runway as that of the Falcon 900 when cruising at Mach .80.

These figures highlight the sophisticated aerodynamic design of the Falcon 900, utilizing Dassault computer technology developed for the famous Mirage fighters — an experience that's unique among producers of business jets.

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Kohl Is Urged to Alter Stand on Reagan Visit

U.S. Jewish Group Asks President Not to 'Shame' Victims of the Nazis

By John M. Goshko and Rick Atkinson
Washington Post Service

WASHINGTON — Chancellor Helmut Kohl of West Germany is being urged to release President Ronald Reagan from his pledge to visit a German military cemetery next month.

A major pro-Israel lobbying group has asked Mr. Reagan not to "shame the victims of Nazi tyranny" by making the visit.

Mr. Reagan and Mr. Kohl have held firm against pressure from Jewish Americans to cancel a wreath-laying ceremony May 5 at West Germany's Bitburg cemetery. The cemetery contains the graves of 47 Waffen SS troops among its several thousand graves.

Elie Wiesel, chairman of the U.S. Holocaust Memorial Council and a survivor of the death camps, said Sunday on an ABC news program that Mr. Kohl "holds the key" to releasing Mr. Reagan from his commitment to visit the cemetery.

Mr. Wiesel said: "I think if Chancellor Kohl really seeks reconciliation, and I think he does, he should come out with a statement now and say to the president, 'Mr. President, I realize now that this journey could be difficult for you and therefore I release you from your commitment. And please let us go elsewhere.'"

Mr. Reagan telephoned Mr. Kohl on Friday to reaffirm his commitment to visit Bitburg.

The American Israel Public Affairs Committee, which began its annual meeting here Sunday with an address by Secretary of State George P. Shultz, approved a letter to Mr. Reagan saying that "as human beings, as Americans and as Jews," its members believe the president should cancel his plans.

"To honor those SS soldiers who spread terror and death under the sign of the skull and crossbones dishonors their victims — the Jews and the American GIs they slaughtered only 30 miles away at Malmédy — and it dishonors those Germans who are today working to build a democratic and free Germany," the letter said.

More than 100 U.S. prisoners were massacred at Malmédy during the Battle of the Bulge.

The letter continued: "To visit their graves would be an outrage against human decency which cannot and must not be ignored. As it has been said, 'The issue here is not politics, but good and evil.' Mr. President, do not shame the victims of Nazi tyranny."

Mr. Wiesel on Friday received a Congressional Gold Medal from

Mr. Reagan at the White House. In a speech, he implored the president to reconsider his plan.

Mr. Wiesel's suggestion that Mr. Kohl could rescue Mr. Reagan from what has become an embarrassing and divisive itinerary was echoed Sunday by the Senate majority leader, Robert J. Dole, Republican of Kansas. Mr. Dole suggested on an NBC-TV program that the chancellor propose an alternative to Bitburg.

"I don't know how they're going to get out of it," Mr. Dole said. "It's a serious problem that isn't going to go away."

Campaign Urged Against Visit

Earlier, William K. Stevens of The New York Times reported from Philadelphia:

Survivors of the Holocaust cheered Sunday as one of their most prominent children called for an intensified campaign to persuade President Reagan to cancel the visit to Bitburg.

Menachem Z. Rosensaft of New York, a son of a concentration camp victim, said: "The time for soft-spoken words and appeals is over. For the sake of history, we must prevent him from going to Bitburg."

Mr. Rosensaft, who is chairman of the International Network of Children of Jewish Holocaust Survivors, said that the visit would be exploited by "revisionist historians, neo-Nazis and their sympathizers."

If Mr. Reagan visits the cemetery at Bitburg, he said, "We must see to it that survivors, children of survivors and American war veterans will be waiting for him at the gates of that cemetery."

His speech took place in the shadow of Independence Hall, where, in a ceremony minutes before, thousands of Holocaust survivors laid white carnations beneath the Liberty Bell in a symbolic linking of American freedom and their own liberation from Nazi captivity and torture 40 years ago.

The ceremony opened what is called the Inaugural Ceremony of the American Gathering of Jewish Holocaust Survivors.

Bonn Opens Trial Of Ex-SS Officer In Camp Deaths

The Associated Press
BONN — A former Nazi SS officer went on trial Monday for allegedly sending 185 French Jews to their deaths in the Auschwitz concentration camp during World War II.

Modest Korff, 76, charged with accessory to murder, is accused of sending the 185 Jews, from Chalon-sur-Marne, France, to their deaths when he ordered them transferred from the Drancy concentration camp to Auschwitz over a two-year period.

Mr. Korff was a member of the security force at the Drancy camp in France between 1942 and 1944. He was a captain in the SS, the units that also served as guards at Nazi concentration camps. He faces a maximum penalty of life imprisonment.

Three other former SS members were also charged in the case, but the court ruled two of them unfit to stand trial because of advanced age and health problems. The third committed suicide in 1983.

The trial opened with the reading of the charges and was adjourned until Wednesday.

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A survivor of the Holocaust placing a white carnation beneath the Liberty Bell in a ceremony in Philadelphia.

Turkey Presses U.S. Jews On Cause of Armenians

By Mark Arax
Los Angeles Times Service

LOS ANGELES — As part of a campaign to deny that Armenians were massacred 70 years ago in eastern Turkey, Turkish officials are quietly pressuring Jewish groups in the United States to discourage them from recognizing Armenians as fellow victims of genocide.

In recent months, Jewish leaders in Los Angeles and New York have received telephone calls from the Turkish ambassador in Washington and cables from Turkish Jews in Istanbul urging them to cancel scheduled presentations by Armenian-American speakers on the 1915 massacre.

According to local Jewish leaders, Turkish representatives implied that if the Jewish-sponsored speeches went forward in Los Angeles, they could imperil the well-being of Jews in Turkey and might prompt the closing of a border crossing used as an avenue of escape for Jews fleeing Iran.

In one instance, the Jewish Federation Council of Greater Los Angeles received a cable from the chief rabbi in Istanbul objecting to the group's sponsorship of a speech by Richard Hovannisian, an Armenian history professor at the University of California at Los Angeles.

Murray Wood, an executive director of the federation, said that objections to the speech last November also were raised in calls from the Turkish ambassador, Sukru Elekding, to the World Jewish Congress in New York.

"Here we are halfway around the world and they are telling us we are

doing something that will be detrimental to the Jewish community there," Mr. Wood said.

"The threats were never expressly stated but the implication in the phone calls and cables was very clear," he said. "I can put two and two together."

In another instance, Jewish leaders in Turkey telephoned New York officials of the Anti-Defamation League objecting to a talk last December in Los Angeles by an appeals court judge, Armand Arabian.

Local league officials refused to cancel the talk and Judge Arabian told a Jewish audience how his parents had survived the Armenian genocide, in which at least 600,000 Armenians died.

League officials said it was unclear if the Jewish leaders in Turkey were acting on their own or at the behest of the Turkish government.

The Assembly of Turkish American Associations, the largest Turkish-American lobbying group, denies that, threats against the well-being of Turkish Jews were either expressed or implied when objections to the speeches were raised. They said the chief rabbi and other members of the Turkish Jewish community approached U.S. Jewish organizations on their own, without pressure from the Turkish government.

The Turkish ambassador in Washington and the Turkish consul general in Los Angeles refused to be interviewed on the subject.

Turkey denies that a genocide ever occurred and says that both Christian Armenians and Moslem Turks died during a civil war prompted by Armenian revolt.

Europe Is Urged to Pool Weapons Technology

Reuters

BONN — Foreign Minister Hans-Dietrich Genscher of West Germany urged West European allies Monday to forge a joint approach to U.S. research on space defense and to pool resources in arms technology.

"The Europeans can only achieve fruitful competition with the United States in developing weapons technology if they join together," Mr. Genscher said in a speech at a two-day meeting of foreign and defense ministers of the Western European Union.

The European union, which was revived in October after many years of dormancy to strengthen Europe's voice in NATO, comprises Belgium, Britain, France, Italy, Luxembourg, the Netherlands and West Germany.

Mr. Genscher said the union, primarily a forum to coordinate the views of members on military and East-West issues, should provide the political impetus for closer European arms cooperation.

He repeated West German calls for a joint European response to President Ronald Reagan's offer to let the Europeans join research on his Strategic Defense Initiative.

"Recent months have made clearer how vital Europe's technological ability is to our security — directly because of its effects on defense capability and indirectly because of its effect on our economic efficiency," Mr. Genscher said.

Diplomatic sources said the speech reflected West European concern that huge U.S. spending on research into anti-missile systems in space could give U.S. companies an unbeatable lead in military technologies adaptable to civil use.

Chancellor Helmut Kohl endorsed the research last week and said Bonn would start talks on joining the project. But he made clear he favored a joint West European stand and shared British and French reservations about its strategic implications.

Diplomats and officials from Western European Union countries said the U.S. project, although not on the formal agenda at the Bonn talks, was likely to dominate

discussions outside the conference room.

They said that examination of the plan was in such early stages that, in the words of a British official, "it would be quite wrong to expect anything to come out of this meeting remotely resembling a coordinated European response."

The main task facing ministers would be to reform the European union's agencies on arms control and coordinated weapons production in order to better meet the pact's needs, officials said.

Mr. Genscher said the meeting would hear proposals to set up three new bodies on security issues to support the work of the ministerial council, which meets twice a year.

British officials said two of the proposed study groups, on arms control and disarmament and on security and military issues, were essentially "think tanks."

The third, on weapons development and cooperation, would help coordinate the political stance on weapons projects.

They stressed, however, that no firm decisions would be taken since it was the role of the so-called Independent European Program Group to coordinate arms output and procurement among a larger group of European allies.

■ Geneva Session
U.S. and Soviet arms control negotiators Monday held their final session on space and defense weapons in the first round of talks. The Associated Press reported from Geneva.

The six-week round is to end Tuesday with a plenary meeting between all six leading U.S. and Soviet negotiators and their aides at the U.S. Arms control offices. The second round is scheduled to begin May 30.

Plane Crash Kills 5 in France

The Associated Press

NARBONNE, France — A DC-6 aircraft of the French Civil Defense crashed Monday near the town of Fitou, about 12 miles (19 kilometers) from here, killing at least five people, police said.

ARTS / LEISURE

Puns: The Origins of the Specious

By John Gross
New York Times Service

NEW YORK — "The man who could make so vile a pun," an 18th-century critic once grumbled, "would not scruple to pick a pocket" — and you know he would have been unlikely to talk in the same way about a vile epigram, or a vile paradox, or a vile bon mot.

Punning has traditionally had a bad press; the punster is assumed to be no better than a fustianer, and often a positive monster. But then, as Walter Redfern reminds us, puns do "make people groan, squirm, flinch, grimace or wince, as we do of course when we witness a physical collision."

They can also illumine and enliven, to say nothing of entertain, and Redfern has set out to do full justice to their possibilities in an engaging new book entitled "Puns" (Basil Blackwell, 432 Park Avenue South, New York, N.Y. 10016, \$14.95).

In part historical survey, in part literary and linguistic inquiry, it explores the psychology of puns (not excluding the role they play in mental illness) and tracks them down in many different fields, from folklore to advertising. Redfern wanders cheerfully over the entire range of wordplay — and he does not scruple to make a fair number of puns in the process.

In general he is stronger on practice than on theory, and although "Puns" contains some acute observations about language, it is not so much a systematic treatise as the kind of omnium-gatherum essay that antiquarians used to write in the pre-industrial days of scholarship — informal, opinionated, garrulous. It is chiefly wordplay for the sake of the specimens Redfern has culled and the comments he makes on them in passing.

Some of the verbal overlaps he brings to light are joyous in their ingenuity. There is the Latin poet Lucilius, for instance, miming his scientific field with his choice of words. Just as fire and firewood are composed of slightly different combinations of atoms, the Latin words for them, *ignis* and *ligna*, are formed from slightly different combinations of letters. The Latin word for matter, *materies*, contains the letters m-a-t-e-r, and matter, for a materialist, is the mother of all things.

In a less erudite mood, Redfern tells us that he particularly cherishes the "absolutely terrible but lovable" story about the man who forgets to buy his wife her favorite anemones for her birthday. All the florist has left when he finally gets there is some greenery, which he gives her instead; she immediately forgives him, exclaiming brightly, "With friends like these, who needs anemones?"

Among other curiosities, Redfern discusses punning in Esperanto (which not only allows for it, but turns out to have separate terms for different kinds of wordplay — an Esperanto specimen, for example, is a *sonalerno*). He considers the connection between a clerical "dog collar" and ancient superstitions about spelling the name of God backward.

It is probably just as well that he also includes a few awful warnings. The most alarming by far is Oliver Wendell Holmes' account of a visit to the "asylum for aged and decrepit punsters," in the course of which Holmes meets a centenarian who has carried over his addiction to conundrums from first to second childhood and who is ready to ever with a riddle: "Why is a-a-a like a-a-a? Give it up? Because it's a-a-a." Upon which the doctor explains: "He lost his answers about the age of 98. Of late years he puts his conundrums in blank, but they please him just as well."

An awful warning from real life is the Marquis de Bièvre, a nobleman who became a legend in 18th-century France for his inability to stop punning. Among other achievements, he wrote a verse play — "understandably never acted," says Redfern — that contained a pun in every line.

There is a great deal about French literature in "Puns" (Redfern is a professor of French at the University of Reading in England), and some of it is wonderfully funny. If there are terrible puns and Bièvre-like aberrations, there are also puns that seem to have been made in heaven and were only waiting to be brought down. It seems odd, for example, that the French should have had to wait until Paul Valéry in the 20th century for an unbeatable play on *maux* and *mots*: "Entre deux maux il faut choisir le moindre." You should always choose the lesser of two evils — or of two words.

A Bland 'Casanova' in Geneva

By Andrew Clark

GENEVA — Most major opera companies in Europe continue to express doubtful optimism about the future of opera as a living art form by commissioning new works. Most of these will be lucky to survive a single production. Listening to the world premiere of "Il ritorno di Casanova" by the Sicilian composer Girolamo Arrigo at the Grand Théâtre here, it is easy to understand why. The number of living composers who show an ability to explore new forms of music-dramatic expression or revitalize existing forms is very small and

Arrigo does not appear to be one of them.

The opera, commissioned by Radio France, is based on a novel by Arthur Schnitzler. It charts the return to Venice, after a long exile, of the legendary 18th-century womanizer Giacomo Girolamo Casanova.

This portrait of decadence and bitterness — contrasting the freshness of youth with the irreversible onset of old age — offers scope for wit and pathos, and is good material for an opera. The libretto has been expertly fashioned by the Italian writer Giuseppe di Leva, but

Arrigo's score is so bland and lightweight that the work emerges with little character.

Arrigo's music is tonal, with a strong flavor of Italian lyricism and a preference for traditional Italian operatic structures, including arioso monologues, duets and unaccompanied ensembles. His writing for voice is technically accomplished and his part-writing shows considerable finesse. But his musical language seems to be a dextrous merging of styles from other periods into an anonymous, quasimodern melting pot.

Nor does he illustrate a particular talent for theater. Although the musical linking of scenes in each of the two acts brings welcome continuity, Arrigo fails to provide sufficient differentiation of mood, character and color, and throughout "Casanova" there is no hint of the erotic. The only scenes offering psychological insight are those in which the action stops and the characters reflect aloud.

The best parts of the score are the nocturnes near the end of each act, sung to an accompaniment of slow piano arpeggios by Marcolina, who clearly exercises as much fascination on Arrigo as she does on Casanova. These simple and tender arias would be worth salvaging for concert performance.

To hold the audience's attention through the remaining two and a quarter hours of music, the stage director and cast have an uphill



Casanova (Scott Reeve) and Amalia (Katherine Ciesinski).

struggle. Jorge Lavelli, who began his career in opera by staging Arrigo's "Ordo" for Avignon in 1969, shows ingenuity in animating each scene, aided by Agostino Pace's stylish and versatile representational decor and by experienced singers such as Jules Bastin and Ezio di Cesare in character parts. The conviction and tonal richness of two female principals, Fiorella Pediconi in the soprano role of Marcolina and the American mezzo-soprano Katherine Ciesinski as Casanova's aging former lover Amalia, also enhanced the production.

The American bass-baritone Scott Reeve, making his European debut, looked and sounded too young for the part. Stage and pit were well-coordinated by Reynald Giovanetti, but with such an apologetic score, there was little he could do to enliven the evening.

Andrew Clark is a journalist, broadcaster and music critic based in Bern, Switzerland.

'Lucia' London Triumph

By Henry Pleasants

LONDON — "Lucia di Lammermoor" with a 58-year-old grandmother as Lucia and a 60-year-old Edgardo who is certainly a father and quite possibly a grandfather, appearing in a Royal Opera Zeffirelli production dating from 1959? It would have seemed a geriatrically daunting prospect had not the Lucia been Joan Sutherland and the Edgardo the extraordinarily durable Carlo Bergonzi.

Not entirely surprisingly, the premiere proved a tumultuous triumph for all concerned, especially for Dame Joan, returning to Covent Garden in the production that launched her to stardom almost exactly 26 years ago. (And she was no beginner even then.)

The performance was interrupted twice in the middle and at the close of the "mad scene" for prolonged and noisy acclamations, and at Sutherland's final curtain call the audience rose in a standing ovation.

What a singer she has been — and still is. And what a performer. The "Regina nel silenzio" of the Act I fountain scene had been understandably tentative, but only in the middle of the voice. Above the staff, and in the perilous coloratura, all was well. Then, in the mad scene, it was better than that, the sotto voce initiation of the concluding "Spargi d'amaro pianto" episode being sheerly magical.

Bergonzi, nearing the end of a career that he began as a baritone 37 years ago, husbanded his resources for the waning final scene and offered a lesson in vocal art and vocal resourcefulness. The sequences of semaphoric gestulation that pass for acting with Bergonzi were described by one critic as "endearing."

Nor did all the honors go to veteran soprano and veteran tenor. The still young John Rawnsley was a vocally splendid Enrico, if dramatically a shade too amiable; and Gwyneth Howell offered a compellingly compassionate and vocally potent Raimondo. The conductor was Richard Bonynge, Sutherland's husband and mentor.

Further performances are Tuesday and Friday, and with Lucia Alberti making a Covent Garden debut as Lucia and Luis Lima singing his first Covent Garden Edgardo, May 20 and 23.

At the Coliseum, the English National Opera is offering a new production by Elijah Moshinsky of Smetana's "The Bartered Bride."

Although Moshinsky updates it to the 1930s or thereabouts, the Bohemian peasant village setting is maintained, and no damage done, except in the way the production seems, from time to time, too frequently bucolic. There are outstanding performances by Stafford Dean as Kecal and Graham Clark as the stuttering Vasek.

Further performances are Tuesday and Friday, and May 3, 8 and 11.

Henry Pleasants is the author of several books on singers and vocal art.

The Pick of Parsons's Fashion Crop

International Herald Tribune

NEW YORK — With fashion design becoming as many as 20 different lines a year, major designers are constantly in need of fresh talent. Among their major sources are the fashion schools, of which the most important are in Paris, New York, London and Tokyo.

HEBE DORSEY

kyo. All present annual awards that are watched eagerly by the industry. The winners are quickly hired. New York has two highly respected schools: Parsons School of Design and the Fashion Institute of Technology, also known as FIT. Parsons was founded in 1896 by the painter William Merritt Chase and later renamed after Frank Alvah Parsons, the turn-of-the-century administrator of the school who introduced fashion design into the curriculum. FIT was founded in 1944 by a group of apparel manufacturers.

Parsons, which has branches in Los Angeles and Paris, is highly regarded for its fashion design courses while FIT puts the accent on fashion technology.

Despite Parsons's high profile, there are only 220 students enrolled in fashion design because, according to David C. Levy, who has been executive dean since 1970, "the school is very rigorous, very disciplined. We don't graduate too many students. This year, it was a big class — 47. Usually it's between 20 and 30. It's a very hard field, and we're a very hard school. The design talent is very special. So we may switch the students to other departments, such as marketing, if we feel they're not making the grade."

"But when they're good, they're often so good they are hired away before they graduate. The industry is crazy about those kids. We can't keep up with the demand."

The school calls on well-known Seventh Avenue designers as teachers. The students are assigned by the fashion design chairman to the designers he feels they have an affinity with. Each student is asked to make 200 to 300 sketches, which are narrowed down to a concept that becomes the basis for the student's work. At the end of the class, each student has to make a garment, starting with a muslin pattern.

Last week, Parsons held its black-tie Critics' Awards dinner, with a fashion show presenting the best of the 47 graduates' work.

The designer/critics, including Calvin Klein (who said, "It's much easier to get to the top than it is to stay there"), Gloria Sachs, Willi Smith and Donald Brooks, presented Gold Thimble awards to nine students whose designs they considered outstanding.

Named student designer of the year was Geoffrey Gertz, 20, the youngest of the award winners. "I take bits and pieces and put them all together," he said of his designs. "My clothes should be worn with anything and everything you have. Select one piece and wear it with something you bought 10 years ago."

Gertz, who worked as an assistant on Sachs's resort collection, sees himself working for a big company, designing for several markets and for people "who are not overly concerned with fashion."

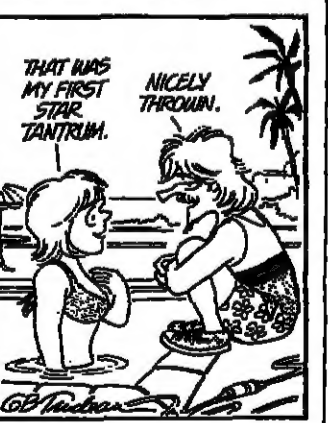
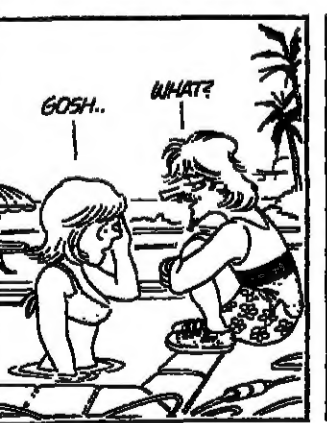
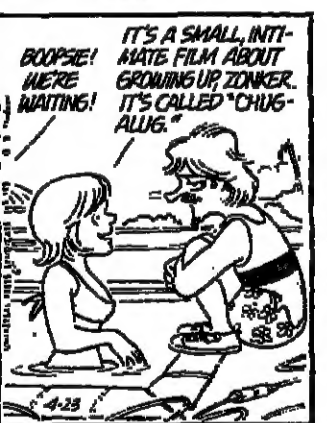
The show ended with a production called "A Garden of Girls," described as "a tribute to the Ziegfeld Follies, circa 1916." The 22 models were dressed as flowers.

The function, which raised \$500,000 for Parsons's scholarship fund, attracted about 1,200 leaders of the retailing, merchandising and fashion worlds.

As for the clothes, they were spirited and highly professional, with a lot of color and an awareness of trends, including Jean-Paul Gaultier's dandified look. There was more menswear than usual, an indication of the growing importance of this market.

"It is complicated," Levy said. "There's no question that the industry makes demands on young designers. That's the first lesson they have to learn. Students here function as if they were head designers, heads of a famous fashion house. When they go out, they have to learn what other people want."

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15.45 SKY TRAX 3	16.30 SKY TRAX 4	19.00 SKY TRAX 5
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INTERNATIONAL Herald Tribune

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No Way Out for Reagan

Both the German and American governments have displayed monumental insensitivity over Ronald Reagan's prospective visit to West Germany. There is no accounting for how Mr. Reagan could have decided to visit the Bitburg cemetery after having rejected, publicly, a visit to a concentration camp site. Now he has decided to go to the site of such a camp, hoping that will make things right. But the episode cannot be made right anymore, no matter what the president decides. There is no way he can at once pursue his effort at reconciliation with the German people, having made his visit to Bitburg the symbol of that effort, without profoundly offending not just the survivors but also the memory of the Holocaust dead. What has been said from the White House has made the whole thing worse.

There is no place the eye can rest in this whole affair that is not awful. We call attention to one such vista that has not received the attention it sadly deserves: the cheapening effect of the hasty attempt to patch things up by arranging a concentration camp visit and the generally squalid, trivial and cynical character of the domestic political conversation that has attended this attempt.

The usual glee that accompanies not political controversies is present. So are other features: the usual preoccupation with who in a very small circle in Washington wins and who loses, the usual reduction of a large subject

to a tiny area of concern. Did we say a "large subject"? We meant a towering, all but incalculable one. It is difficult to remember when one hears the endless speculation on the political impact of what has occurred that the subject is the unfathomable human evil and human suffering that is meant when we speak of the Holocaust.

The gigantic, breathing sorrow that heaves out of the very land Mr. Reagan will visit is neither sensed nor seen by those who have been arguing about finding a suitable site for him to go to. Would it be Dachau? Or would Dachau be wrong because it would seem, politically unwise, to concede a change of mind under pressure? Then what about Bergen-Belsen? The envelope please.

Some things, of course, cannot be cheapened. They are, by their very size and consequence, beyond being affected by petty concerns. So finally the horror of what was done in Europe 40 years ago cannot be cheapened either. It mocks the vanities and political preoccupations of the moment. It will mock the president, too, unless he is now able to articulate true American feeling on the subject, unless he is able to meet the challenge to demonstrate clearly that Americans respect the Holocaust dead, and do not regard them as props for American politics.

—THE WASHINGTON POST.

The Japanese Challenge

Japan's huge trade surplus has created a wave of resentment in the United States—and a dazzling challenge to Yankee ingenuity. Fearing trade war, Prime Minister Yasuhiro Nakasone is exhorting his people to buy more foreign goods and cites himself as a model: "My suits are made in London, my tie is French, I use a Mont Blanc fountain pen and a West German electric razor. My tennis racket is American—Wilson—and my golf clubs also are foreign made."

It is a conscientious effort at placating Americans who want Japanese products ranging from pens to pianos yet insist that American goods be equally accessible in Japan. But the effort may be as futile as President Gerald Ford's campaign to Whip Inflation Now by passing out WIN buttons. Ordinary Japanese do not much know what foreign goods to buy; an official suggestion list does not help much.

For example, it includes a fondue set and an oven thermometer. "To begin with," says a Japanese businessman quoted in *The Wall Street Journal*, "what is a fondue set?" Many

Japanese cook by microwave or wok; a housewife asks, "What am I going to do with an oven thermometer? I don't have an oven."

The challenge for American entrepreneurs is obvious: Devise products the Japanese want and then sell, sell, sell. The obstacles posed by Japan's bureaucracy are real, but considering the popularity of American culture, there is room for ingenuity. The often-frugal Japanese use throwaway chopsticks in restaurants. Why not reusable ones, maybe even battery-powered, made in the U.S.A.? Considering the Japanese taste for foreign caviar, why not international sashimi, perhaps including brook trout, smoked salmon and caviar?

In the 1930s, the United States reacted to a flood of cheap imports by requiring labels showing where they were made, like MADE IN JAPAN. A Japanese town, the story went, changed its name to Usa so its dishes could be stamped MADE IN USA. It is time, 50 years later, for American entrepreneurs to respond with the real thing.

—THE NEW YORK TIMES.

A Visit From the FBI

You have just returned to the United States from a trip to Central America, where you were pursuing private business. The phone rings and the caller identifies himself as an agent of the Federal Bureau of Investigation. Could he talk with you about your travels?

Many an experienced American traveler would not take offense. But for some critics of the Reagan administration's Central American policies, the most courteous FBI inquiry can seem ominous. Their allegations of excessive surveillance and aggressive questioning have aroused concern in Congress.

Given the history of abuses in the Nixon administration, the House and Senate intelligence committees have a special duty to inform themselves and ensure that the government stays within legitimate bounds.

William Webster, director of the FBI, told a House Judiciary subcommittee that the bureau recently has conducted about 100 interviews with travelers returning from Nicaragua. He vigorously denies intent to harass dissenters and his record entitles him to the widest public confidence. But he can hardly assure that no agent has oversteered, nor can he assure that higher officials are not trying to use the bureau to intimidate opponents of the ad-

ministration's policy in Central America. One group of critics complains that large mailings of their literature never reached their destinations. Another questions the timing of tax audits—immediately after returning from trips to Nicaragua. Another claims that an FBI agent made insistent requests for an interview and pointedly asked if any members of the group were involved with terrorism.

Some complaints may be substantial, some paranoid. But even irrational fears deserve attention, given the memory of the last decade and its intelligence abuses, enemies lists and targeted tax audits. The Reagan administration has asked Congress to make it a crime to aid terrorist causes—as defined by the secretary of state—and has freely equated foreign adversaries with terrorists.

The Congress may legitimately ask whether there is a purpose or pattern to the FBI interview and whether the administration has taken any steps to minimize their intrusiveness. Reassuring the public about such questions is the challenge to the intelligence committees. Whether the administration is indulging the urge to harass its critics remains to be seen. The need for the committees' alertness is real.

—THE NEW YORK TIMES.

Other Opinion

Reagan Should Back Down

Nothing Ronald Reagan has done as president of the United States has been as ingrat as his stubborn insistence that he will visit a German war cemetery where SS troops lie buried. By sticking to what was a well-intentioned blunder—the desire to say "thank you" to Chancellor Helmut Kohl for his tenacity in seeing through Pershing and cruise missile deployments—the leader of the Western

world shows that he fails entirely to understand what is being celebrated next month.

For the defeat of Hitler marked not the end of a struggle between noble adversaries but the triumph of good over evil. As Mr. Reagan was moving to remind by one Holocaust survivor, Elie Wiesel, at the White House, the right place next month for the leader of the Western world is "with the victims" and not with the perpetrators of Nazi horror.

—The Observer (London).

FROM OUR APRIL 23 PAGES, 75 AND 50 YEARS AGO

1910: Mark Twain Dies in New York
NEW YORK — Mark Twain died as he lived. Until he became unconscious, some three hours before his death (on April 22), he was cheerful and bright, and his brilliance was undimmed. He even lightened the sadness of the hearts of his daughter and those about him, who realized that he was about to die, by his calm and quiet humor almost to the very last. How he was loved throughout the whole Union is very evident, and everyone appears to consider that a personal friend has been lost. President W.H. Taft wrote this tribute to Mr. Clemens: "Mark Twain gave pleasure and intellectual enjoyment to millions. His works will continue to give such pleasure to millions yet to come. He never wrote a line that a father could not read to his daughter. He has made an enduring place in American literature."

1935: Mae West Denies Marriage
HOLLYWOOD — Whether Mae West, blond and bawdy star of the movies, is married, or as she says, "it must have been two other girls," had both Hollywood and Broadway guessing. Discovery by a Milwaukee relief worker, going over old records, that a Mae West, 18, of Brooklyn, and Frank Wallace, 71, of the same city, were married in the Wisconsin brewery center in 1911, brought a prompt denial from the film celebrity. "Why I never heard of the guy," she protested. "I never heard of Milwaukee until four years ago." Besides, in 1911 I hadn't reached the marrying age. How old do you think I am anyway? The marriage certificate gave the correct names of Miss West's parents. While admitting that her parents names may have been given, Miss West insisted that "it must have been two other girls."

U.S. Slowdown: Others Must Act Boldly

By Hobart Rowen

WASHINGTON — The global economy is at one of those critical junctures where stagnation threatens to take hold unless Western Europe and Japan follow bolder policies to stimulate growth and create jobs.

James A. Baker 3d, the U.S. Treasury secretary, tried to make this point at last week's ministerial meeting of the Organization for Economic Cooperation and Development, as did OECD officials. They were not successful.

But following the unexpectedly slow growth of the American economy in the first quarter (only 1.3 percent), a faster pace, especially in Western Europe, becomes a critical need. The U.S. economic slowdown has automatically moved this issue to the top of the agenda for the Bonn economic summit in May.

There are grim implications for Third World countries. Their hopes for recovery have been pinned critically on sustained real growth rates of around 5.5 percent in the industrial nations that buy their manufactured goods and raw materials. For two years, the U.S. economy has been the "locomotive" pulling the world out of recession. What happens when the locomotive loses power?

The 3.5 percent to 4 percent U.S. growth rate that the Baker team had confidently been forecasting for 1985 may now be out of reach. Since so much of Europe's current 2.5 percent to 3 percent pace depends on huge exports to a booming America, it will take serious stimulative moves in Europe, such as tax cuts, to prevent unemployment from rising further.

The poor GNP report for the quarter should lower the Reagan administration's boastful rhet-

oric. But, after spending a week in Europe, as I just did, one is quickly reminded of how far most European countries must go to catch up.

Commerce Secretary Malcolm Baldrige apparently bruised some sensitivities when he made this point at a meeting of European officials last week in Venice. But the figures speak for themselves: Since 1970, the U.S. economy has added 27 million jobs, the European economy, zero.

Many European countries have made strides in boosting their economic pace (benefiting partly from exports to the United States); their inflation rates have come down, and wage scales are less hopelessly rigid.

And European politicians, businessmen and labor leaders have decided that maybe there is a bit of magic in the tax-cutting, market-oriented policies Ronald Reagan has been selling, whether labeled as supply-side or Keynesian economics.

Looking at the communiqué issued at the recent OECD meeting, a U.S. official noted with satisfaction the emphasis on curbing archaic business regulations and labor laws that inhibit creation of job-generating new businesses.

But in Europe, change does not come all that easily. There are just as many cultural barriers in Europe to matching American marketing and production techniques as there are in Japan. The kind of labor mobility so commonplace in the United States is unknown in Europe.

"If you were born in a coal town in Wales, it was expected that you'd stay in Wales and dig

coal," a Welshman who escaped to better things in Paris told me.

Europe is a continent of small countries, each of which out of national pride and a rich, significant history thinks of itself as bigger and more important now than it really is.

The European Community still is not able to act as a single powerful entity. Its stronger powers — West Germany, France and Britain — have mutual rivalries, suspicions and distrusts.

In West Germany, Europe's strongest economic power, the economy is the top issue. There is a dangerously stagnant birth rate, unemployment of about 10 percent, and a costly welfare state. Political scandals have shaken public faith in the government. Yet the government of Chancellor Helmut Kohl is content to proceed with a growth rate under 3 percent, though that means no reduction in the jobless rate.

Because of restrictive work rules in unionized sectors and growingly hostile labor-management relations, European labor has nearly priced itself out of the market, especially in manufacturing.

In France, where the growth rate is only 2 percent, if a company wants to fire 50 or more workers, it has to wait a year. Such laws have good intentions, but instead of protecting jobs, they tend to block the creation of new ones.

The unexpected decline in U.S. growth prospects is a reflection of the fact that more American business and profits than ever before are going abroad. It adds new urgency to a real European revival, and makes the Bonn summit one of the most significant in years.

The Washington Post.

Apartheid: On Building A Consensus

By Flora Lewis

PARIS — Faced with 18 bills in Congress and mounting public protest, Secretary of State George P. Shultz has called for a U.S. consensus on policy toward South Africa.

He lists points on which almost everyone can agree, such as: "Apartheid must go," and, "We do not support violence, but we do support — and will support aggressively — those who have committed themselves to promote change and justice."

"The only question," he says, "is how this change will come about."

This is fine as far as it goes. But the old lament of too little and too late applies. The secretary's speech was arranged hastily after the recent escalation of deaths in South Africa, after the administration realized there was real momentum behind congressional efforts to do something more than click to show U.S. concern, after a number of Americans including Amy Carter and some U.S. congressmen were willing to be arrested in demonstrations against South Africa.

Mr. Shultz said flatly that "South Africa's denial of political rights to the country's majority — apartheid — is not only morally indefensible, it is in the long run unsustainable."

But the official position shows less patience with American critics of South Africa, and with South Africans who plead for "change and justice," than with Pretoria's increasingly bloody provocations.

When Mr. Shultz went on to say "the agenda we proposed is accepted by all participants," he was either blindfolded or referring to some other, unavowed agenda.

He welcomed South Africa's decision to fulfill, at last, the February 1983 Lusaka agreement to withdraw from Angola, negotiated with American help. But soon after he spoke, the State Department disclosed that it had made "serious representations" against South Africa's intention to recognize an "interim internal" government in Namibia.

The withdrawal from Angola was supposed to be a step toward carrying out the United Nations plan for independence of Namibia with supervised elections. Recognition of the government Pretoria set up in the vast territory, which South Africa occupies and calls South-West Africa, would be a clear sign that there is not the slightest intention of complying with the U.S.-supported plan. This is not the "progress" Mr. Shultz claims.

Nor can much progress be claimed for South Africa's announcement that it will repeal its Mafikeng and Immorality laws, which authorized the police to invade peoples' bedrooms in search of evidence against forbidden interracial sex.

But there has been no hint that laws will be repealed making it impossible to say where mixed couples can live, which hospitals can care for them, where their children can go to school. Most important, there is no sign of hope that the frustrations driving young South Africans to violence may be relieved.

It is true, as Mr. Shultz said, that there is not much the United States can do about this. It is also true that for "moral, practical and strategic" reasons, America can be indifferent only at its peril.

South Africans, of whatever skin color, watch American responses closely. Black activists have noticed that sympathetic moves in the United States, even such mild nods as Mr. Shultz provided, seem to come only after scenes of violence shown on American television.

The country has worked itself into a tragic dilemma, and it only seems to attract American attention when things get worse.

As Mr. Shultz said, it requires a "coherent, considered and effective" U.S. policy. "We simply cannot afford," he said, "to let southern Africa become a divisive domestic issue, tearing our country apart, rendering our actions haphazard and impotent, and contributing to the ugliest and most violent outcome."

But to head it off, an American consensus needs to show that the U.S. listens and worries even when the awful events of South African daily life do not make headlines. Telling Americans to be still will not gain the influence nor break the violence. The administration could create a consensus if it would take the lead in practical steps to make American disapproval clear, not by opposing American measures of protest.

The New York Times.

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LISA SCHLEIN

Geneva.

Keep Cool About the Sandinists

By Theodore C. Sorensen

NEW YORK — President Reagan's embrace of Algeria's president last week should remind him that not all governments born in revolution are forever hostile. Marxist-Leninist incantations do not collect garbage or repair roads. The list of countries whose fiery founding parties ultimately settled into cautious pragmatism stretches (alphabetically) from Angola to Zimbabwe. Even the American revolution was followed by a turbulent era in which critics were imprisoned and defiance was suppressed by brute force.

Why then write off as permanently lost the Sandinist revolution? A recent visit to Nicaragua provided no crystal ball or panacea but did suggest that previous revolutions make irrelevant comparisons.

Nicaragua today is not Venezuela of 1958, where the overthrow of Marcos Pérez Jiménez produced genuine democracy. Sandinist pledges to restore freedom of expression, religion and political opposition remain unfulfilled. Cuban, East German and kindred military advisers further darken the atmosphere.

Nevertheless, Nicaragua is not yet Cuba of 1960. The opposition press, parties, church and business sector are unhappy but their very existence belies the Reagan-Shultz description of Nicaragua as a "communist totalitarian state behind the Iron Curtain." The Sandinists severely limit opposition activities. But so do many governments, from China to Chile, which the administration blesses.

Nor is Nicaragua a Vietnam of 1975, ready to dominate its neighbors. With an economy bled by the

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Somoza, mismanaged by the Sandinists and disrupted by "contras," an army based on unpopular conscription and an unsettled government unlikely to get large-scale military and economic assistance from a wary Moscow. Nicaragua is in no shape to significantly assist the subversion of its well-armed neighbors backed by the United States, which has legitimate security interests in Central America and sufficient means to protect them.

But neither is Nicaragua another Grenada. The size, dispersal and determination of the population that overthrow Anastasio Somoza Debatte make unlikely another lightning conquest costing little in American lives and prestige.

The Mexican revolution that began in 1910 may offer the Sandinists the most helpful model. Resentful of

U.S. economic and military might, the Mexicans seized power and property on the U.S. border, with anti-American slogans similar to Managua's, but posing no real threat to anyone. Mexico today, practicing its own brand of democracy and mixed economy, maintains warm relations with Havana and Washington.

Unfortunately, President Reagan has steadily facilitated the Sandinist's march toward the Cuban model instead of the Mexican. He has focused more on their regressive actions and passionate rhetoric at home than their prudent conduct abroad. Perhaps that march toward Havana can still be reversed. Why would Sandinist leaders survive Somoza's prisons merely to become Moscow's proxies?

The decision is theirs, not Washington's. But the surest way to permanently antagonize, radicalize,

Vietnamize and ultimately Communize Nicaragua and all of Central America is for the United States to continue applying nothing but military muscle, including Central Intelligence Agency financing for contra guerrillas seeking to overthrow Nicaragua's government.

In northern Nicaragua, I listened to refugees whose farms had been attacked and whose sons had been kidnapped by contras. No doubt some of their answers were coached. Yet none of them supported the Sandinists or contras. None of them knew or cared about either Ronald Reagan or Karl Marx. They simply wanted to be left alone. The United States should heed their request.

The writer, who was special counsel to President John F. Kennedy, contributed this view to *The New York Times*.

New Staff May Steady a Badly Stumbling Reagan

By James Reston

WASHINGTON — President Reagan is still whistling past the graveyard to keep his courage up. By blaming his troubles in Nicaragua on the Congress and his blunders in arranging his visit to West Germany on the press, he has not controlled the damage but doubled it.

There is not a politician in Washington or a president of recent memory who has not stumbled into the ditch along the road, but few have had the wit of the late Mayor Fiorello La Guardia of New York, who once said that when he made a mistake, "it's a beam!"

The mistakes in planning the president's trip to West Germany for the 40th anniversary of the end of the last world war were at first a lapse of staff work, then an embarrassment he enlarged into an unintended insult by digging himself deeper into the ditch. He does not avoid booby traps but shovels them for himself.

Mr. Reagan has never been noted for his study of history or for his sensitivity to the memories and sufferings of the last half-century, so his recent lapses are no surprise or exception. What is more disturbing is his recent resort to deception.

Chancellor Helmut Kohl of West Germany was not responsible for the failure of the president, on a journey of remembrance, to stop at Dachau, the most tragic symbol of mass murder of this century. The chancellor

felt obliged to make public that he had proposed a ceremony in memory of the Holocaust.

In his anxiety to get a doubting Congress to vote another \$14 million for the Nicaraguan rebels, Mr. Reagan suggested that Pope John Paul II and the president of Colombia approved of his policy. The Vatican and the Colombian president took the un-

staff that he had in his first term. They have made a shaky start. But despite all the staggering and blundering of recent days, the outlook is now for a steadier control of executive decisions with clearer lines of authority in fewer hands.

Donald Regan, the former Treasury secretary, will have more responsibility as chief of staff than his predecessor, James Baker 3d. Mr. Regan will coordinate the work of two new centralized cabinet councils — one on economic policy, headed by Mr. Baker, and another on domestic policy, headed by the attorney general, Edwin Meese 3d. These councils, along with the National Security Council, will be the main channels for presidential decisions, with Vice President George Bush playing an increasingly important role.

Nobody can be sure how this new system will work, but the main players seem more pragmatic and congenial with one another. They are likely to diminish the influence of Defense Secretary Caspar Weinberger and

Central Intelligence Director William Casey, though these two are determined and articulate men not given to easy compromise.

It could be that this recent flap over two avoidable tangles will tidy things up here and produce a more coherent and thoughtful administration. The president has always relied heavily on his staff, but in the first term he tended to listen more to his friends — William Clark at NSC, Michael Deaver, his advertising director, and Mr. Meese — now, except for Mr. Meese, all gone or going.

Nothing is harder for a staff, particularly a staff of personal friends, than to say no to a president and oppose his casual approach to foreign affairs — affairs that are sometimes alarmingly foreign to Mr. Reagan.

Much will depend on Pat Buchanan's view and influence in his new job as director of communications in the White House. He will undoubtedly have considerable influence on what the president says and where he goes. Oddly, it is in this field, where the president is supposed to be so good, that he has lately stumbled so badly.

Mr. Buchanan has strong conservative views, but he has been around here for a long time and knows as well as anybody that nothing hurts a president more than getting his facts wrong and pretending he has support where no such support exists.

The New York Times.

LETTERS TO THE EDITOR

Apartheid Shouldn't Pay

I am writing to explain why members of my family will no longer hold stock in any company that invests in South Africa.

I was in that country in January and saw for myself the twisted face of apartheid. I saw the single-sex hostels outside Johannesburg where fathers and husbands are forced to live 11 months a year separated from their wives and children, condemned to exist in squalor and isolation, because apartheid denies their families even the most elementary rights of citizenship and free movement inside their own country. I saw the resettlement camp at Overwatch, a treeless, desolate desert where hundreds of thousands of people have been forced to move simply because their skin is black. When I hear about "progress" in South Africa, I think of the fastest

growing part of Overwatch — the cemeteries filled with the bodies of young children who have died in infancy due to the conditions of the camp and the lack of medical care.

So it was across South Africa. I will never forget, for example, the proud, gentle people I encountered during my visit to Crossroads, an unauthorized settlement near Capetown, who asked only that they be allowed to live in peace and human dignity. Just a month later, some of them were shot by South African police during a protest against the government's plan for their forced removal.

I also heard what is often referred to as the "other side" of the story in meetings with business leaders and government officials. Yet the so-called political "reforms" they cited have only deepened the rift between the minority white community and the vast majority of South Africans

who are black. I was told of economic progress, yet in many respects the disparities between whites and blacks are becoming greater. Corporations that portray themselves as a force for change are, in many cases, the same companies that are enforcing the notorious 3-percent rule, under which only 3 percent of black miners can bring their families to mine sites, while all white miners can.

Taken steps and half measures are an increasingly transparent mask that cannot conceal the true face of apartheid. Real progress depends on movement toward full political rights for all South Africans and the repeal of apartheid in all its forms.

I heard the excuse that disinvestment will hurt only blacks, or that it will not work. The argument, curiously, came from whites, who seemed to be remarkably exercised about something that, in the next breath,

they dismissed as being "ineffective." I do not deny that business has done some good in South Africa. But now, finally, the fundamental issues must be faced. They relate to the very nature of the South African system. For my family and for me, this is a basic moral question. As a businessman I also think it involves economic good sense. Someday all South Africans will have their rightful say in the running of the country. Is it really prudent for American business to invest on the side of the present regime?

Is it really prudent to identify ourselves with the apartheid system, at the very moment when black South Africans are beginning to look — in my view, mistakenly but understandably — to Marxism and the Soviet Union as a source of hope, because they regard capitalism and America as helpmates of their oppressors? I believe it is vitally important to

reverse that trend, and to put both our country and our companies on the side of freedom.

JERRY DUNFEY, Boston.

'Star Wars' Spinoffs

After reading Malcolm W. Browne's report "Star Wars' Technology Promises Host of Peaceful Innovations" (*Science*, April 11), I feel a lot more optimistic about the future of the world. I particularly like the statement that "the development of death-ray technology could also lead to safer fruits and vegetables on supermarket shelves." Clearly, during a nuclear attack, it will be more important than ever for beleaguered populations to avail themselves of the nutrients of fresh produce.

LISA SCHLEIN, Geneva.

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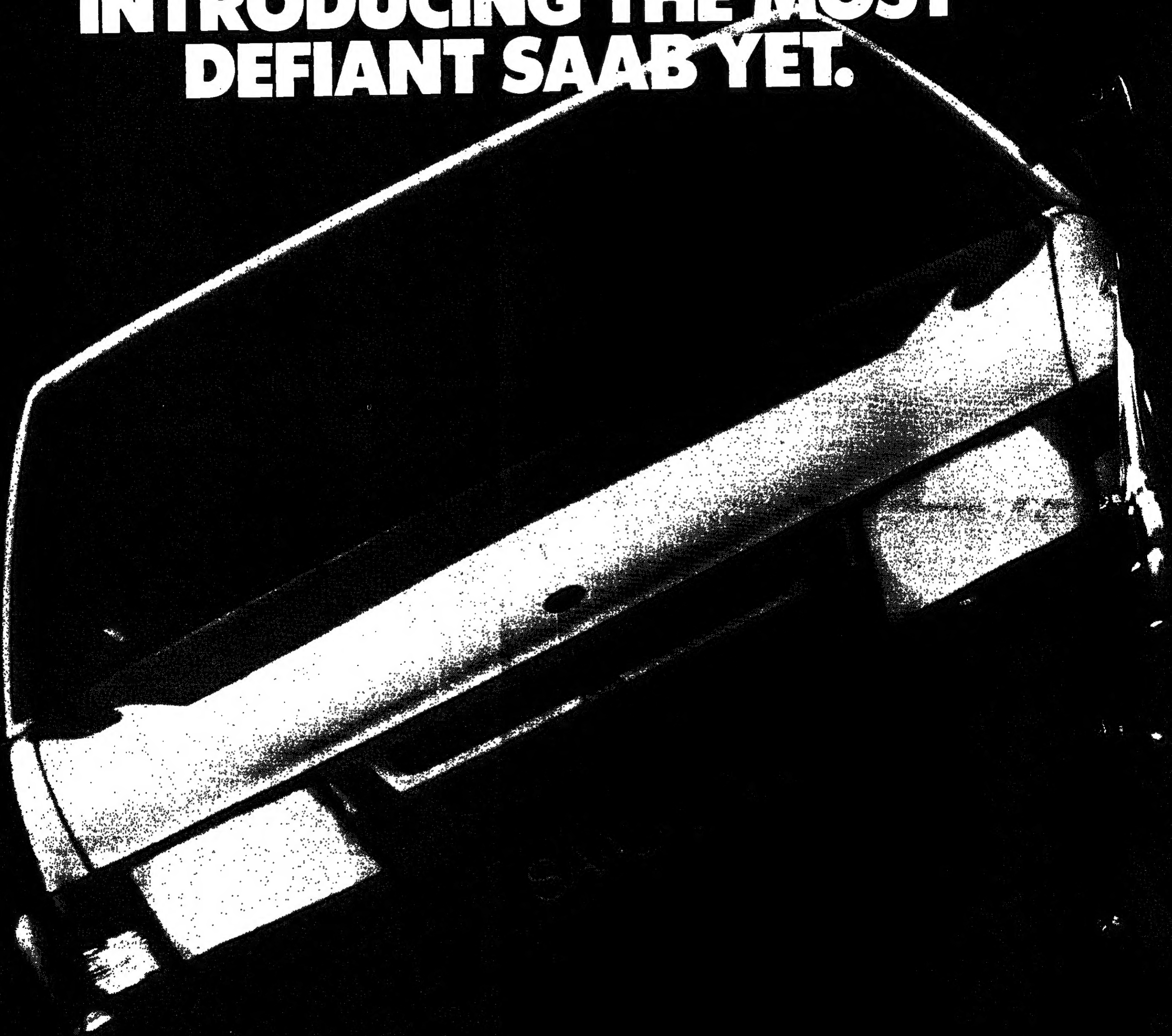
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**SAABS HAVE
ALWAYS DEFIED COMPARISON.
INTRODUCING THE MOST
DEFIANT SAAB YET.**



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Saabs have never invited comparison with other cars. They've never been like other cars.

They've never looked like other cars. They don't drive like other cars. They don't perform like other cars. When aerodynamics meant nothing to other car-makers, it meant everything to Saab.

When other car-makers pushed their cars, Saab pulled.

When other carmakers gave up power for fuel efficiency, Saab found a way to give up neither.

From the beginning, people

position that it is possible for one car to do everything well.

It is exceptionally fast, with a 16-valve, intercooled, turbocharged engine. It is practical as well as comfortable. Not only is it the largest Saab ever made, but it has more interior room than the



Saabs range from the economical Saab 90 and the versatile Saab 900 series to the luxurious new Saab 9000 Turbo 16.

BMW 5 series, Audi 200 and Volvo 760.

It rides like a luxury car, yet handles like a sports car. And like all Saabs before it, it is unquestionably safe.



The interior of the Saab 9000 Turbo 16 is by far the largest in its class.

bought Saabs because Saabs defied the limitations other carmakers designed into their products.

And now there is a Saab that is more unlike other cars than any other Saab before it.

The new Saab 9000 Turbo 16.

The least compromised car ever built.

Carmakers build cars with built-in compromises. They build exciting cars that aren't practical. Practical cars that are dull. Fast cars that lack efficiency. Goodhandling cars that are uncomfortable.

The new Saab 9000 Turbo 16 defies these compromises.

It is dedicated to the simple pro-

How to defy compromise.

There is only one way to fully understand what Saab has created in the new 9000 Turbo 16.

You have to take some time and study it. That's the only way anyone has ever under-

stood what Saabs are.

Write us soon and we'll send what you need to understand the Saab 9000 Turbo 16.

Then, compare it against whatever other car you're thinking about buying.

If you've studied properly, you should find there's no comparison.



One reason Saabs aren't like other cars is that the manufacturer isn't like other car manufacturers.

The Saab-Scania group also produces aircraft, satellites, buses, trucks, industrial equipment and electronics.

SAAB
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	Vol.	High	Low	Last
WangB	14671	1474	1574	26
BAT	5821	474	474	474
TexAtr	2880	1574	174	174
NyTime	917	454	454	454
Hour7	817	474	474	474
TubMar	845	274	274	3
Hosbr's	808	364	274	30
TIE	755	474	614	614
PHILO	725	274	274	274
		274	274	274

High	Previous Low	Close
100.00	99.00	100.00

Protect Your Short-Term Gains With The Long-Term

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BUSINESS ROUNDUP

Court Clears Purchase Of Shell Oil Co. of U.S.

The Associated Press
NEW YORK — A Delaware court has approved a \$190-million settlement of a lawsuit that had been a major obstacle to the completion of a \$5.7-billion purchase of Shell Oil Co. by Royal Dutch/Shell Group.

Royal Dutch/Shell said that following a 30-day waiting period during which appeals may be filed,

Scottish Bank Plans to Raise \$104 Million

Reuters
LONDON — Bank of Scotland said Monday that it plans to raise up to \$181 million (\$104.9 million) by a one-for-two share issue at 200 pence a share.

The move follows a report Friday by the bank that pretax profit rose 36 percent, to £80.4 million, in the year ended Feb. 28 from £59.3 million the previous year.

The issue is not being underwritten because of the significant discount of the issue's subscription price compared with the market price. Standard Life Assurance Co., which holds a 34.28 percent stake in the bank, intends to take its entitlement.

The bank's shares closed at 447 pence on the London Stock Exchange Friday, down from 467 pence after the profits were announced.

The new shares will not receive the 1984-85 final dividend, the bank said.

CBS Value Is Put At \$200 a Share

New York Times Service
NEW YORK — CBS Inc. now fighting a takeover bid by Ted Turner, has a private market value estimated at between \$180 and \$200 a share, according to most Wall Street analysts.

They stressed the difference between the market price of a publicly traded stock and the value of a privately held company. CBS closed Friday at \$107 after selling at a record high of \$122 on Thursday — and a company's private market value. The latter is judgmental, representing the total price if the component parts are sold separately.

Mr. Turner, the head of Turner Broadcasting System Inc. offered to buy 67 percent of CBS, one of the three major television networks in the United States. He put the value of his offer at \$175 a share, and said he would give CBS shareholders a package consisting of stock in his own company and high-yield, high-risk bonds.

Corporate Profits in U.S. Appear to Be Flat for First Quarter

By Richard W. Stevenson
New York Times Service

NEW YORK — Corporate profits in the first quarter, mirroring the weak 1.3-percent economic growth rate figure released by the Commerce Department last week, generally appear to be disappointing, according to economists.

"Earnings are not shaping up to be anything close to robust at all," said Robert A. Gough, a senior vice president at Data Resources Inc., an economic consulting firm.

"Earnings in toto will probably be flat for the first quarter," Analysis said. The weakness in profit growth for the first three months of the year was not unexpected in light of the surprisingly low 1.3-percent annualized growth rate in U.S. gross national product, the value of a nation's total output of goods and services, reported by the government for the first quarter last Thursday. It was the smallest increase in GNP since the recovery began in late 1982.

Economists laid the blame for the bleak profit picture on the slowing of the economy, and most cited

the strong dollar and the U.S. trade deficit as the primary culprits.

"It looks like we're looking at a weak quarter, largely because imports are sucking the strength out of the economy," said Nariman Beharwal, a vice president at Wharton Economic Forecasting Associates. "Businesses that are sensitive to the cyclical fluctuations of growth are more likely to be down, and import-competing industries will do worse."

"The main factor is the growing trade deficit," agreed Robert Ortner, the Commerce Department's chief economist. He and other analysts noted that some sections of the economy, including consumer spending and overall demand, remained healthy. "But profits don't come from consumption, they come from production," added Mr. Ortner. "Demand is strong, but a lot of production has shifted abroad."

Overall, Data Resources is projecting that total annualized, seasonally adjusted, after-tax corporate profits for the first three months of the year were \$141 bil-

lion, down 0.8 percent from a year earlier. The figure for the fourth quarter of 1984 was \$140.9 billion.

Profit reports are still coming in, and in many industries, including automobiles, most of the major companies have not released their earnings. But based on the results that have been filed so far, and on a reading of the state of the economy in general, most economists are confident in predicting that corporations are not going to be terribly happy about the recent quarter.

International Business Machines Corp., for instance, reported an 18-percent decrease in earnings in the first quarter from a year earlier, and other computer makers encountered trouble as well.

But many corporations that depend on military contracts did well, as did telecommunications concerns. In the paper and wood products category, International Paper Co., citing the adverse effects of the strong dollar, said its profits dropped 32.9 percent, while Boise Cascade Corp. reported a 19-percent gain.

Walter K. Joelson, chief economist at General Electric Co., noted that a strong dollar and low inflation rates had combined to keep companies from raising their prices, and therefore their profit margins. "When inflation is low, business finds it very difficult to raise prices," he said. "And for the first quarter the dollar was so

strong that many industries had to shave prices to compete with imports."

Mr. Joelson noted that a strong dollar hurts profits in other ways. "The foreign subsidiaries of U.S. corporations are having to translate their earnings with the dollar at a higher rate than it was a year ago, and that hurts their profits," he said.

Some economists said that profit growth was bound to ease this year, the third year of the economic recovery. "We're in a mature phase of expansion," said Mr. Gough of Data Resources. "Since we saw such large rates of growth in 1983 and 1984, the first few quarters of this year will pale by comparison."

COMPANY NOTES

American Standard Inc. has signed a \$17-million joint venture to make plumbing fixtures in China, its adviser, CCIC Finance Ltd. of Hong Kong, said. The plant, near Guangzhou, is expected to begin production by early 1986. CSX Corp., owner of the Chesapeake and Potomac Coast Line railroad, is reported to be planning a bid for Conrail, the U.S. government-controlled railroad, under which a group of investors would buy the government's interest and then offer it to the public.

General Electric Co. received two U.S. Air Force contracts for jet

engines totaling more than \$177 million. The contracting announcements brought to a close a three-week period during which GE had been barred from receiving any new government work because of a federal fraud indictment returned against it on March 26.

Goodyear Tire & Rubber Co. said it failed to agree with the United Rubber Workers union on a new contract prior to the expiration of the old one at midnight Saturday. The company said that the union was dropping Goodyear as its "partner" in master contract talks and was switching to B.F. Goodrich Co.

Hyundai Corp. of South Korea will not participate in an aluminum smelter in Australia's western Victoria with the state government and Alcoa of Australia Ltd. The announcement was made jointly by Victoria's premier, John Cain, and Alcoa's managing director, John Deidrich.

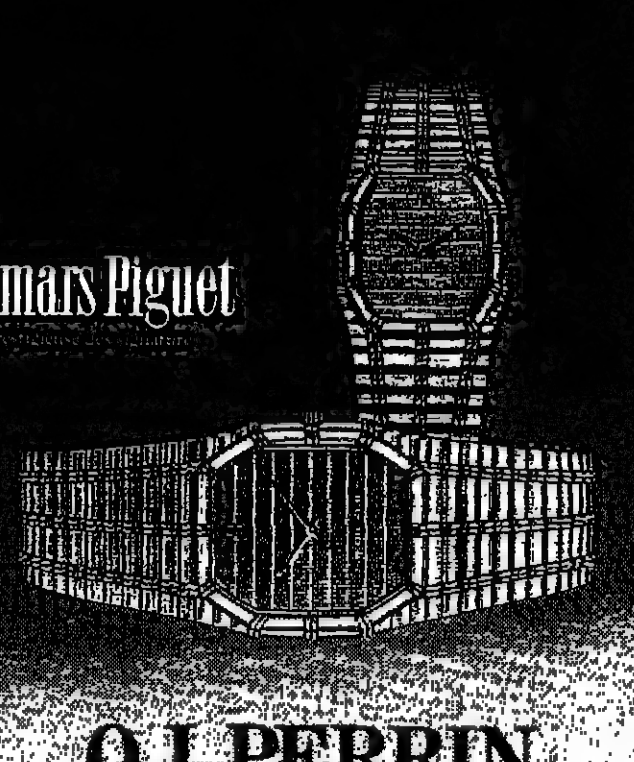
Ingersoll Rand Co. said it agreed with Hydroart, a Milan-based group of three Italian equipment companies, Ansaldo, Riva Calzone and Franco Tosi, to be the exclusive distributor of Hydroart hydro-turbines in the United States.

Kowloon Electricity Supply Co., 40-percent owned by China Light & Power Co. and 60-percent owned by Exxon Corp., has signed a \$175-million interest rate and currency swap agreement, a China Light spokesman said in Hong Kong. He declined to elaborate.

Life Investors Inc., a U.S. insurance holding company, said that it and Aegon NV of the Netherlands, which already owns 72.1 percent of Life, are jointly tendering for 925,000 shares, or about 9.7 percent of the shares outstanding, at \$45.53 a share.

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ADVERTISEMENT INTERNATIONAL FUNDS

Quotations Supplied by Funds Listed
22 April 1985

The net asset value quotations shown below are calculated by the Funds listed with the exception of some funds whose shares are based on last prices. The following two-point system is used: (1) = 1 point; (2) = 2 points; (3) = 3 points; (4) = 4 points; (5) = 5 points; (6) = 6 points; (7) = 7 points; (8) = 8 points; (9) = 9 points; (10) = 10 points; (11) = 11 points; (12) = 12 points; (13) = 13 points; (14) = 14 points; (15) = 15 points; (16) = 16 points; (17) = 17 points; (18) = 18 points; (19) = 19 points; (20) = 20 points; (21) = 21 points; (22) = 22 points; (23) = 23 points; (24) = 24 points; (25) = 25 points; (26) = 26 points; (27) = 27 points; (28) = 28 points; (29) = 29 points; (30) = 30 points; (31) = 31 points; (32) = 32 points; (33) = 33 points; (34) = 34 points; (35) = 35 points; (36) = 36 points; (37) = 37 points; (38) = 38 points; (39) = 39 points; (40) = 40 points; (41) = 41 points; (42) = 42 points; (43) = 43 points; (44) = 44 points; (45) = 45 points; (46) = 46 points; (47) = 47 points; (48) = 48 points; (49) = 49 points; (50) = 50 points; (51) = 51 points; (52) = 52 points; (53) = 53 points; (54) = 54 points; (55) = 55 points; 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Thai Bank Lifts Curb on Credit For Importers

BANGKOK — The Bank of Thailand said Monday it has ended a freeze on the value of commercial bank credit for importers.

The restriction, imposed in November, 1983, was ended because other government efforts to slow imports have been successful, the central bank said.

These include an increased import tax on many products introduced earlier this month and a 14.8-percent devaluation of the baht in November.

Imports in the six months to April are expected to fall 9 percent to \$4.9 billion from \$5.4 billion in the year-ago period, the bank said. Import letters of credit opened in the period are estimated at \$2.1 billion, down from \$2.4 billion a year ago.

The bank said that commercial banks issuing letters of credit should give preference to imports of raw materials for re-export industries and purchases of foreign goods by state industries.

Firms Cite Improvement In India Business Picture

NEW DELHI — The climate in India for foreign investment has improved under Prime Minister Rajiv Gandhi, foreign businessmen say. But India must liberalize further to make foreign ventures profitable, they add.

Among recent improvements cited by foreign business leaders is a reduction in monopoly restrictions, permitting foreigners to hold more than a 40-percent share of equity. Corporate taxes have been reduced and imports of electronics, technology, components and autos liberalized.

"The business climate is great and it has changed dramatically," said Anthony Young, senior vice president of Coca-Cola Export Corp., a unit of the U.S. soft-drinks manufacturer.

Coca-Cola left India after 25 years in 1977 when foreign companies were ordered to divest themselves of more than 40 percent of their equity.

Mr. Young declined to say whether his company is interested in returning to India, saying only: "Coke is watching. India is a substantial part of the firm's market."

Representatives of rival PepsiCo Inc. said they were impressed by Mr. Gandhi's policies.

"Gandhi's guidelines are encouraging," said Nestory Carbonell, the company's senior vice president. "What foreign businessmen are seeking now are some specifics to determine how projects will be realized in light of India's priorities."

The next five years will be a crucial period for foreign investors in India, according to Ryohei Nakatani, managing director of Japan's Asahi Glass Co. "I am very encouraged," he said. "I have witnessed many harassments earlier but now everything seems to be changing."

Giorgio Petronio, company group chairman of Johnson and Johnson, the U.S. health-products concern, said his company has done business in India for 27 years.

"I think it's remarkable what Mr. Gandhi has done in three months of the course it took to lift the ceiling (on equity shares) and reduce taxation," he said. "Certainly things can be improved but they are now on the right track."

Former ITT Chief Reemploys His Selling Skills

By Bob Hagerty
International Herald Tribune

LONDON — During the Depression, Harold S. Geneen was reduced to one point to selling books door to door. He is at it again, only this time the book is his own and he does the selling from suites in hotels operated by ITT Corp., the company he led for 20 years.

Mr. Geneen, 75, the champion conglomerate builder of the 1960s, retired as ITT's chairman in 1979. But he retains his gift of salesmanship.

"Most management books aren't written by people who managed anything," he said in London this week during a tour to promote his book, "Managing," written with Alvin Moscow. "They tend to grasp onto certain details, but the real essence of it is to get a whole bunch of people charged up and wanting to do something."

Mr. Geneen can boast that ITT produced 58 consecutive quarters of rising per-share earnings in the 1960s and early 1970s. But now the company, beset by falling profits, is undoing much of Mr. Geneen's conglomerate by selling off billions of dollars of assets. Irwin Jacobs, a Minneapolis investor with a sizable stake in ITT, has gone so far as to suggest liquidation.

Mr. Geneen refused to discuss ITT's current troubles. But he seemed unrepentant.

"I happen to believe in diversification," said the man who oversaw more than 300 acquisitions by ITT, transforming it from a shaky operator of overseas telephone companies to a mammoth company selling products as diverse as valves, insurance and sliced bread. Sometimes, according to the book, he bought companies after a mere 10- to 20-minute inspection of their books.

Mr. Geneen cheerfully dismisses those who say conglomerates are a thing of the past: "They're beginning to feel that anything complicated can't be managed and therefore it doesn't make sense. Not true. A conglomerate in essence is the same thing you

have in insurance: You spread the risk."

Even General Motors Corp. is diversifying into electronics and mortgage banking, Mr. Geneen noted.

But can a conglomerate grow too big and too diverse? The "Mandelbrot of Management," as the book's introduction describes him, paused for a moment. "There might be a limit," he conceded. Then Mr. Geneen speculated that ITT might have grown far beyond its peak profit of \$894 million in 1980, from which it has retreated by about 50 percent.

"If I were going to do that over again, I think I would try to buy maybe less companies and bigger ones," he said. A company with \$1 billion of annual sales, after all, does not take much more effort to monitor than one with \$100 million of sales.

One limit to growth might be the chief executive's energy. At ITT, Mr. Geneen insisted upon reading the monthly accounts of all 250 divisions. Each month he spent one week in New York and another in Europe devoted to



Harold S. Geneen.

meetings with ITT's divisional managers.

Even though Mr. Geneen favors 16-hour working days, he said, "I would guess at some point the pressures on everybody would get pretty heavy."

Mr. Geneen, hardly a man to conceal his own achievements, nonetheless deplores executives who spend too much time pursuing public acclaim and grow remote from their operations. "All the people out in the divisions are supporting some guy's ego on the 24th floor, and that's what kills them," he said.

Dispensing such management advice is only a sideline for Mr. Geneen. His main business is investing his own money. Earlier this month, he joined a group that plans to acquire Seligman & Latz Inc., a U.S. retailer of beauty services and jewelry, for \$41.4 million.

"I tell people, 'Don't retire — you work harder,'" Mr. Geneen said with a chuckle. "It's true. Well, you get interested, and you don't have a lot of staff."

Mr. Geneen makes do with just

Coming of Age for Mitsubishi Motors

(Continued from Page 9)

dealers in the United States — now, at \$8, far below its major competitors. Toyota Motor Corp. and Nissan Motor Co., for example, have more than 1,000 outlets.

Under the terms of the joint venture with Chrysler, Mitsubishi Motors will be able to sell half the cars they build together under its own name. And from this year on, Mitsubishi's U.S. sales arm will claim half of any increase in its exports to the United States.

Within Japan's auto industry, Mitsubishi Motors has a reputation as a superb engineering company, a producer of technologically superior cars but whose marketing efforts have lagged.

One of its strongest assets, analysts in Tokyo say, is its link with the huge Mitsubishi conglomerate.

The first Mitsubishi "Model-A" was built in 1917 by Mitsubishi Shipbuilding Co. In 1934 the shipbuilding company merged with Mitsubishi Aircraft Co. to form Mitsubishi Heavy Industries Ltd., which became known primarily as a maker of trucks, although it made a complete range of vehicles.

In 1970, Mitsubishi Heavy Industries spun off Mitsubishi Motors as a wholly owned subsidiary, in order to become more competitive with other Japanese manufacturers of passenger cars.

Mitsubishi Heavy Industries still provides Mitsubishi Motors with personnel, technical information and plant equipment. Mitsubishi Motors buys many of its electrical components and auto parts from Mitsubishi Electric Corp., ships many of its exports through Mitsubishi's shipping company and uses Mitsubishi Corp., the group's trading company, as its agent in many countries.

As part of the process of creating Mitsubishi Motors, officials at Mitsubishi Heavy Industries decided to seek a partner that had more experience in the passenger-car market. At the same time, Chrysler wanted to establish a closer link with the Japanese. As a result, Chrysler acquired a 15-percent interest in Mitsubishi Motors in 1971. At the time it was envisioned that Chrysler would increase that stake to 33 percent, but the acquisition of the extra 20 percent was later canceled.

Under a preliminary agreement in 1970, Chrysler obtained the right to distribute Mitsubishi Motors products in the North American market under the Chrysler nameplate and to conduct a number of research projects. Since 1980, Mitsubishi Motors has also been supplying Chrysler with engines for some models of its K-car series.

Now, with Chrysler expanding its ownership of Mitsubishi Motors to 24 percent, Mitsubishi Heavy Industries has said it would sell some of its majority share to other Mitsubishi groups as well.

Much of Mitsubishi Motors' potential growth, however, has been stunted by its limited exports to the United States. Until last Monday's agreement, Mitsubishi Motors could sell only 30,000 cars a year under its own name, while about 80,000 were sold as Chrysler's Dodge and Plymouth models. Its most popular car to date in the United States is the model sold as the Mirage by Mitsubishi itself and as the Dodge Colt by Chrysler.

Frustrated in the United States,

Mitsubishi Motors has moved aggressively in other markets. It has provided technical assistance to South Korea's Hyundai Motor Co. to help build its cars, including the popular Pony model sold in Canada. It has established joint ventures in several Asian countries, and last month agreed to produce trucks with the Spanish subsidiary of Daimler-Benz AG.

But with \$22.4 million in profits and \$4.8 billion in sales in the year ended March 31, 1984, Mitsubishi ranked below Toyota, Nissan, Honda Motor Co. and Mazda Motor Corp. Mazda, its nearest competitor, reported a \$118-million profit as of October 1984, according to Yasunuma Kumamaru, an analyst with Daiwa Securities Research Institute.

Limited growth and severe competition in Japan's domestic market make exports crucial for the survival of any Japanese automaker. Mr. Kumamaru said that only Toyota makes money from its car sales in Japan.

Mitsubishi Motors has about a 9.6-percent share of Japan's domestic market, Mr. Kumamaru said, but only a 6.6-percent share of Japan's exports to the United States. The explanation for the gap, he said, lies in Mitsubishi Motors' often-troubled relationship with Chrysler.

When Chrysler bought its original

stake in Mitsubishi Motors 14 years ago, it won exclusive rights to distribute Mitsubishi's products in the United States. At the time, the agreement seemed a coup, because Mitsubishi had no U.S. sales networks.

But when Chrysler hovered near bankruptcy, Mitsubishi Motors cut back some of its shipments to Chrysler and reportedly asked to be released from its agreement. In a published interview at the time, Mitsubishi Motors' former president compared the agreement to the notorious "unequal treaties" forced upon Japan by Western powers in the mid-1800s. In 1981, Mitsubishi set up its own U.S. sales and marketing subsidiary, Mitsubishi Motor Sales of America Inc., and in 1982 started marketing some cars under the Mitsubishi name.

Last Monday's agreement, Mr. Tate and Mr. Iacocca said, marks a new phase in the relationship between the two companies.

Potential frictions remain, however. The two companies will be selling essentially the same cars under different names. After a long time in Chrysler's shadow in the United States, Mitsubishi Motors will now have the task of standing out, in order to introduce itself to a U.S. public that is much more familiar with the names of its competitors.

Margin Funds Disappear

(Continued from Page 9)

declared bankruptcy. Volume investors don't cover their clients' obligations, and the Comex clearinghouse immediately seized and froze all the brokerage house's accounts.

What concerns Mr. Wilson and others in his situation is whether they will ever see their margin and other funds held by Volume Investors. How much they recover depends on Comex's clearinghouse, which has dug into its funds, raised member clearing fees to \$2.50 a trade, from \$1.50, and also obtained a short-term loan from Chemical Bank to assure that all Comex's gold options would be honored.

The prime functions of an exchange clearing entity is to guarantee the transfer of the debits and credits of its members. Although clearing systems vary among the exchanges, all require their broker members to stand behind every trade made by their individual customers. Clearing officers are not concerned about the problems brokers may have in collecting debts.

At the Comex, only 68 of its 951 full members qualify as "clearing members." Most of them are the prominent Wall Street brokerage houses. The other Comex members clear their business through them. Above all, the fees received by an exchange's clearing member for handling the paperwork of others can be rewarding.

U.K. Merchants See Rise in Sales

LONDON — A majority of British retailers and wholesalers expect volume sales to rise this month compared with April last year, according to a poll by the Confederation of British Industries published Monday.

The survey, conducted between March 22 and April 12, showed that 73 percent of the retailers polled and 53 percent of the wholesalers were expecting higher sales in April.

It said 61 percent of retailers reported higher sales last month than in March 1984, and 50 percent of wholesalers.

German GNP Seen Dipping

(Continued from Page 9)

manufacturing output — excluding construction — up only 0.5 percent over the like period, the drop in first quarter GNP from the last quarter could be as large as 1 percent," according to Mr. Wolfmeyer, the WestLB economist.

March industrial data has yet to be released.

Although Mr. Wolfmeyer expects the sharp dip in the first quarter to lead to a stagnant first half — with the second quarter likely to show a marginal 0.5-percent rise in GNP from the first quarter — he anticipates a strong turnaround in the second half.

The turnaround, he said, would be led by an acceleration of foreign

and domestic orders for capital goods, a pickup in domestic demand for automobiles in the wake of new European-wide regulations on emission control, and a stabilization in construction orders, albeit at a low level.

"The setback in the first quarter, no doubt, was primarily weather-induced and does not reflect the underlying strength of West German economic fundamentals," Mr. Wolfmeyer said.

Mr. Wolfmeyer believes that the group of five independent research institutes presenting their joint 1985 forecast next Monday will stick to their projection of 2.0 to 2.5 percent real growth for the current year.

Act by April 30.



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Sweden	S.Kr.	1,180	2,360	3,540
Switzerland	S.F.	372	744	1,116
The rest of Europe, North Africa, former French Africa, U.S.A., French Polynesia, Middle East		254	508	762
Rest of Africa, Canada, Latin America, Gulf States		127	254	381
Asia	S.	396	792	1,188

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